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International Commerce

February 28, 1966

midwest's export pace quickens

Business Bulletins *from around the world*

AUSTRIA—Hoover Co., North Canton, Ohio, soon to begin manufacturing operations here. New branch, Hoover's 18th overseas, will make vacuum cleaners, washing machines, other household appliances that have become very popular in Austrian market.

DAHOMEY—Citroen assembly plant formed by Societe de Construction Automobile du Benin (SOCAB) in Cotonou, will begin production of four Citroen models (2CV and 3CV sedans and small trucks). Production plans call for 60 cars to be assembled a month; 120 factory workers to be employed when both the motor and body assembly lines are operational. Ownership is divided between Government and private European interests.

Small aluminum roofing materials factory, Aluminum Alcan du Dahomey (DALCAN), to be opened shortly in Cotonou. Plant will import semi-processed aluminum which it will finish into corrugated roofing, other roofing products. Factory could later be expanded to produce aluminum boats, window frames, utensils. DALCAN, joint Canadian-Dahomean enterprise, hopes to achieve annual production of 1,500 tons.

FRANCE—For first time since 1959, index of workers employed in industry and trade stood at same level between July and October, 111.2 (1954=100). Leveling off in numbers employed during third quarter of 1965 due to drop of employment in mining (—2.4%), metalworking (—0.8%), railroads (—0.5%), housing construction, public works (—0.1%). Overall manufacturing employment showed gain of 0.3% in third quarter of 1965, compared with rise of 0.4% during same period a year ago. Greatest upsurge in manufacturing employment was seasonal rise in food processing industries (2.1%).

Average hourly wage rates in industry and trade rose by 1.3% between July and October 1965, compared with 1.2% for corresponding period of 1964 and 1.7% during second quarter of 1964. Total wage increase for October 1964-October 1965 period is 5.9%, compared to 2.3% increase in 259-article national consumer price index for same period.

Supplementary unemployment compensation established by 1958 worker-management agreement increased from $1.16 a day to $1.24 in Paris region and from $1.12 to $1.20 in provinces.

GREECE—Immediate purchase or construction of five small television transmitters recommended to National Broadcasting Institute by special Government committee. Transmitters expected to be 500 to 1,000 watts each; will be purchased through international tender. Operating agency for network would be private enterprise selected through international tender.

IRAN—Oil Consortium exports of crude oil amounted to 508.8 million barrels for 1965, up from 460.2 million barrels in 1964. Oil product exports were 101.7 million barrels in 1965 compared to 100.5 million barrels in 1964.

IRAQ—According to press, export promotion committee established by Minister of Economy to consider reports from agricultural, industrial trade subcommittees. Minister reportedly informed committee that his Ministry would apply any positive proposals for promotion of trade. As result, committee recommended enactment of law allowing full drawbacks for customs duties as well as grants to local manufacturers for goods intended for export. Also, in future bilateral trade agreements calling for increased trade, kinds and amounts of products to be exchanged should be indicated.

Director General of Tourist Administration announces 332,004 tourists visited Iraq in 1965 compared with 192,547 in 1964, 86,836 in 1963. Most of tourists in 1965 came from Arab countries. Of tourists from western countries, 6,480 were from U.S., 6,480 from Great Britain, and 2,734 from Germany.

JORDAN—Government reduces customs duty on raw materials used in production of chemical washing preparations to 14% ad valorem from 48%. Both a detergent and a laundry bleach are manufactured here for sale in local market.

LEBANON—Government reduces customs duty rate on paper or paperboard molds for pleating fabrics to 8% ad valorem from 18%; also imposes minimum duty of approximately $0.04 on food pastes, presently assessed customs duty of 18% ad valorem.

PORTUGAL—Largest repair shipyard in Europe now being built at Lisnave near Lisbon. Swedish and Dutch interests have combined with number of Portuguese shipping companies to form new shipyard. Project's first phase, calling for reclamation of land from river and excavation of two dry docks, will involve $28 million investment. Yard scheduled to be in operation in 1967, capable of handling tankers and largest passenger liners. Initially, yard will employ 1,500 workers, and 4,500 within five years; some workers already being trained in Sweden and others will be trained shortly in Netherlands.

UNITED KINGDOM—British Exhibitors scored success of U.S. 1966 National Boat Show, recently held in New York. It is estimated that orders will total approximately $1.3 million as result of show.

Tractor firm, Massey Ferguson, announces export sales in 1965 totaled 51,508 units or over 78% of its production. Ford of Britain also announced large export sales of about 40,000 units or 70% of its tractor production.

Statistics recently issued by Board of Trade showed that for third successive month, industrial output remained static. Provisional figures indicated that index of industrial production stood at 131 (seasonally adjusted) in November 1965, a point higher than in November 1964.

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about this issue

Shipments go from the Midwest to the world in the photos on the cover: (from left) grain at Chicago's seaport, finished products at Chicago's O'Hare International Airport, and heavy machinery at Milwaukee's seaport. INTERNATIONAL COMMERCE is indebted to Anthony J. Buchar, director of Commerce Department's Chicago Field Office, for making the arrangements that led to the publication of the articles and photos in the special Chicago World Trade Conference section, Pages 2-13. David F. Howe, director of Commerce Department's Milwaukee Field Office, also assisted in this work.

International Commerce

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February 28, 1966 — Volume 72, Number 9

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From Midwest's center to

Chicago's World Trade Conference puts onstage global commerce

Lt. Governor Rock of Indiana—

"Particularly important to our state and the Foreign Trade Division is the promotion of trade missions to various market areas. What better way will a Hoosier industrialist or businessman have to see a market area first hand? In June 1965 I had the privilege of accompanying a mission of Indiana businessmen to the Caribbean and Central America. Impressed with the magnificent opportunities for Indiana products, I have urged professional, trade and other groups to consider the trade mission as a primary means of market development."

Farm leader Kuhfuss—

"Good markets are the lifeblood of agriculture. More and more, the American farmer's marketing horizons are extending out to encompass the earth. The value of U.S. farm products going into foreign markets represents one-sixth of the American farmers' cash receipts from farm marketings . . . The Illinois Farm Bureau Trade Development Mission to the Mediterranean area represents a case in point of how a general farm organization can be helpful in stimulating trade which will benefit not only its farmer members but agriculturally related businesses as well."

Chicago banker Keidel—

"Americans are mobile. Bankers, and particularly international bankers, are no exception. Practically every major bank in the Midwest has imported talent from other sectors or overseas to strengthen its international facilities. And so have banks in every other area, including New York and the Eastern Seaboard cities which together with Europe and Canada have traditionally been the breeding-ground for people specializing in international finance. A substantial number of these international finance talents have relocated in banks in all our major interior and Pacific Coast cities. They supplement local specialists and soon meld into the background of their new homes while they adapt their knowledge and experience to local conditions."

Robert G. Biesel, Chicago transportation executive who is chairman of the executive committee for the 29th Chicago World Trade Conference being held Feb. 28 and March 1, places the meeting in perspective:

Mid-America has awakened most dramatically to a realization of its role as the world trade center of the nation. Contributing to the broadening of Midwest horizons are the national interest and government emphasis on export expansion, increased foreign travel and more visitors from overseas, and the nature of world affairs today.

The states of mid-America rank high among the "top ten" exporting states in the country, and these are some of the reasons:

1. PROMOTION ABROAD. Many Midwest-based industries are among the most consistent exhibitors in overseas trade fairs and trade center shows, with an increasing number of Midwestern businessmen participating in government-sponsored trade missions abroad.

BIESEL

2. LOCAL PROMOTION. World trade oriented organizations, either independent or affiliated with local chambers of commerce, are active in such land-locked cities as Cedar Rapids, Iowa; Indianapolis, Indiana, and Kansas City, Missouri. And fledgling groups are being considered in Muncie, Indiana, and Madison, Wisconsin. And, of course, most of the cities of mid-America, such as St. Louis, Milwaukee, Minneapolis and Detroit, have had enterprising world trade organizations for many years.

3. LOCATION. Because of its proximity to the center of population, commerce and agriculture, Chicago is strategically located to supply and service the bulk of the nation's growing volume of international trade.

4. TRANSPORT LINKS. Chicago is the world's largest and busiest rail center. It is linked directly to every major city in the country by domestic and foreign airlines and directly or indirectly to almost every major city in the world. O'Hare International Airport, the world's largest commercial airport in terms of land area and passenger traffic, handles nearly all of Chicago's scheduled air passengers and air cargo shipments. Chicago's highway motor trucking services are more extensive than those of any other city, providing daily scheduled transportation to 54,000 communities.

5. LAKE, OCEAN, RIVER SHIPPING. Chicago is the only city in the nation's interior combining lake, ocean and

whole nation: export tips

achievements of Illinois, Indiana, Wisconsin and neighbor states

river shipping operations. Forty-six percent of all overseas cargo in and out of the Great Lakes passes through the Port of Chicago and its facilities at Navy Pier and Lake Calumet. The Calumet-Sag Channel, a part of the Illinois Waterway, provides an all-water connection between the Great Lakes-St. Lawrence Seaway and the Mississippi River system through Chicago.

6. FINANCE. Chicago's banks maintain extensive departments operating on a world-wide scale, with some having overseas branches and representative offices to handle financing and credit arrangements in foreign trade.

7. TRAINING. In order to have an available source of personnel to staff expanding international operations, colleges and universities are adding international relations and international commerce courses to their curricula. In the immediate Chicago area such courses are offered at Northwestern University, the University of Chicago and Roosevelt University. De Paul University's College of Commerce offers a graduate program leading to an M.B.A. in international business, and also sponsors executive seminars on doing business in individual world markets.

8. LEADERSHIP. The International Trade Club of Chicago, which has been in existence for 47 years and which represents some 650 firms with extensive international business interests, has made considerable progress in keeping the Middle West in the forefront of United States world trade.

The Chicago Association of Commerce and Industry was among the first ten organizations in the nation to be awarded the Presidential "E-for-Export" citation. Through sponsorship of the Chicago International Trade Fair, overseas trade missions and other programs and projects, the Association over the years has expanded its foreign trade activities since the world trade division was first organized in 1929.

9. SHARED EXPERIENCE. Chicago, by virtue of its central location and its international-oriented community, logically is the place to hold a world trade conference.

The Chicago World Trade Conference, like the International Trade Club, is taking increasing interest in the problems of the small and medium-sized firms which have little or no experience in world trade and which have the desire to learn more about the intracacies of the foreign marketplace. One of the outstanding features of the Conference, which has elicited nationwide attention and approbation, has been the workshop-session concept, which provides for open-forum discussions under the leadership of an experienced international executive, assisted by panels of specialists.

10. EYES ON FUTURE. With the reorganization of the annual Conference administration and the appointment of a permanent Executive Committee, it is hoped to expand the meeting in future years, in cooperation with sister cities and sister states, to make it a truly Mid-American World Trade Conference.

Governor Kerner of Illinois—

"The most important factor in our Illinois international trade future is the sophistication of the professional services in the state. There are virtually no export business problems which cannot be solved by Illinois bankers, accounting firms, advertising agencies, law firms, freight forwarders and the whole range of professionals serving the exporter. It is most encouraging to us in state government to be able to call on these "professionals" to assist us in encouraging more Illinois companies to look to foreign markets. It is my opinion that Illinois corporations' international offices have bloomed throughout the state because of the accessibility of these services."

Chicago Port Manager Cohen—

"No seaport can be great without adequate facilities to handle all types of tonnage. The vast aggregation of elevator capacity on the Calumet River and Lake Calumet offers superb accommodations. The recent development of bulk terminal facilities on the east side of Lake Calumet is a splendid example of private capital taking advantage of deep- and shallow-water access and offering tank storage as well as other appurtenances for direct or intermediate handling of bulk liquids."

Wisconsin REEC Chairman O'Connell—

"In the Target 10,000 program—a national drive to contact 10,000 new exporters—Wisconsin ranks fourth in the nation. The Council's 640 contacts far exceed the national average of 240 per state. The Wisconsin Council got an early start in the Target 10,000 program and achieved a self-imposed goal of 100% participation by all Council members. The Council is believed to be the first in the nation to reach that mark. Wisconsin now ranks 10th among states in the value of exports, moving up from 12th place in 1960. More than $500 million in Wisconsin manufactured goods is exported annually—a 30% increase over the 1960 figure, while the national average increased 13%."

We're on the move

Governor describes drive for more exports as Illinois casts off 'isolationist' role

By OTTO KERNER
Governor of Illinois

As the gates of the American and Canadian locks in the St. Lawrence Seaway System were opened in 1959, the words "isolationist Illinois" and the "isolated Midwest" were finally washed into oblivion.

Though the St. Lawrence Seaway opening played a major role in the increase of foreign trade in the Midwest, the important factor has been the leadership of the international trade community of Illinois whose abilities were, as they are now, recognized by traders throughout the world.

Many overlook the fact that export expansion needs more than strong production resources and sales talents. Professional services are just as important to continued growth in sales overseas.

At the top

Research completed by our Department of Business and Economic Development indicates that Illinois ranks first among the states in the export of agricultural goods and third in manufactured products to the nations of the world.

This did not just happen. It was planned that way—planned by company presidents, chamber of commerce heads, international lawyers, port directors, advertising and marketing specialists, bargeline managers, warehouse administrators and international bankers. All of them knew, even before 1959, that Illinois had an essential stake in world trade.

We find that there are new trends in international trade development in Illinois that point clearly to continuing leadership. We have found that a number of Illinois headquartered companies have

MAN ON THE MOVE in a state on the move, Governor Kerner arrives for business conference.

overseas locations or coastal locations in the United States.

Of equal importance is the fact that Illinois companies now grown into major international trade sales and operations have not seen the need to move their foreign sales operations out of the state.

Foreign governments and private industry from abroad also recognize Illinois as a leader in international trade. More than 50 foreign governments are represented in Illinois.

Illinois is now an important stop on the itinerary of foreign buying missions, technical teams, and foreign business travelers in general. The many conventions and conferences held in Illinois now attract many foreign businessmen.

The reasons for the new developments in international trade in Illinois can be easily traced. The same reasons that the state has grown so consistently domestically also apply to its international trade. Illinois can provide more than 94% of all of the categories of manufactured goods as classified by the U.S. Government.

A producing state

The state ranks high in those categories of products most needed by foreign customers. Illinois is the nation's largest producer of non-electrical machinery and fabricated material products. It ranks among the top three in production of printing and publishing materials, paper products, and processed foods.

The world looks to Illinois for a wide range of agricultural commodities of the highest quality and lowest prices. Illinois is the leading producer of soybeans and, as of 1965 statistics, corn. Illinois also supplies specialty agricultural products such as horseradish, popcorn, and even "Swiss" cheese as well as being a leading breeder of all types of livestock.

In addition to having the world's greatest inland port in Chicago, Illinois also has the railroad center of the nation served by 20 trunk lines which operate close to one-half of the nation's total railroad mileage. A network of high-speed expressways serves a trucking industry that brings one-third of the nation's manufacturers within easy reach of Illinois' international transportation connections. More than 500 over-the-road motor freight companies serve Illinois and mid-American manufacturers.

Chicago's O'Hare Airport is serviced by 19 major airlines, 15 offering direct contact overseas. O'Hare is now becoming a "port" of equal importance to Illinois exporters and, as the busiest commercial airport in the world, is a further link to Illinois and Midwestern suppliers.

ILLINOIS PRODUCTS IN TOKYO, viewed at U.S. Trade Center exhibition by Governor Kerner.

However, in my estimation, the most important factor in our Illinois international trade future is the sophistication of the professional services in the state. There are virtually no export business problems which cannot be solved by Illinois bankers, accounting firms, advertising agencies, law firms, freight forwarders and the whole range of professionals serving the exporter.

Professionals vital

It is most encouraging to us in state government to be able to call on these "professionals" to assist us in encouraging more Illinois companies to look to foreign markets. It is my opinion that Illinois corporations' international offices have bloomed throughout the state because of the accessibility of these services.

The advantages once seen in locating in one of the so-called international centers of our country have now been more than equalled by our Illinois-based service firms. Too often, we overlook the importance of developing this service complex as a means to promote exports. I know from the experiences of our Department of Business and Economic Development that minor considerations such as translating services, documentation, clerical assistance, and even qualified international travel agents can make a difference regarding the efficient entry of a company into foreign sales.

We are aware in Illinois that the world markets are changing. We will see to it that our processed foods replace our agricultural commodities. As the needs shift we will be sure that automated equipment from Illinois replaces the more basic machines sold overseas.

In order to meet the challenges and reap the benefits, Illinois is seeking even more support and cooperation from private industry. The Illinois Department of Business and Economic Development is working with the Illinois Department of Agriculture in calling on the experience and advice of the Illinois Export Advisory Committeemen, a group of the leading international traders in the state.

The Export Expansion Division of the Department of Business and Economic Development is sponsoring research projects in conjunction with Illinois universities and other organizations.

New projects

The many projects under consideration include the coordination of academic facilities for foreign trade training in Illinois, preparation of a foreign buyers guide to Illinois suppliers with a number of new convenience features, a foreign business visitor hospitality program and some exciting international transportation activities.

We will continue to support every idea, project and program that will aid our international trade expansion efforts. We will continue to seek the help and support of the U.S. Department of Commerce, and to cooperate with any local or national organization having its own program to increase sales overseas.

We shall continue to seek new and better ways to service our business community through the Export Expansion Division of the Illinois Department of Business and Economic Development. We are determined to keep Illinois among the leaders in international trade.

INDIANA HAS NEW ASPECT

'Land-Locked' tag is out

Export programs, plans for Burns Harbor making big difference with Hoosiers

By ROBERT L. ROCK

Lieutenant-Governor of Indiana

Nineteen sixty-six is especially historic for Indiana. Not only are we celebrating our 150th year, but we are entering into the first complete year of state activity in international trade.

Indiana has a rich heritage—from the days of the Indian trade with the French and the French trade with the English to the lucrative fur trade of the old Northwest Territory. Indiana was indeed carved out of one of the busiest trading areas on the continent, and we look to the future as another step in our historic trade accomplishments.

For some time discussion has centered on shortcomings in Indiana's activities. Many states were forced, years ago, into action due to their proximity to a port or foreign market area. We in Indiana, sometimes failing to be interested in "things" international, have too often avoided these challenges because of our inability to see the potential of world trade.

The 1965 Indiana General Assembly passed many historic economic bills. One concerned a reorganization of the Indiana Department of Commerce. The state now has, for the first time, a separate Foreign Trade Division, charged with the primary responsibility of expanding the exports of manufacturers and agricultural interests.

Firms with established trade connections abroad will be assisted in expanding their markets; others, interested in exploring foreign markets, will be assisted with market surveys. The Foreign Trade Division will also be involved in industrial development, international tourism, public relations, and research—to name a few.

Through the first set of economic development statutes passed by a legislature in many years, our state now has these major economic development tools:

- Reorganization of the Department of Commerce and establishment of the Foreign Trade Division
- Mortgage Insurance
- Industrial Development Fund
- Municipal Economic Development
- Regional Planning

Many of these tools are available for foreign firms wishing to locate in the Hoosier state. We know competition is keen for direct foreign investment in the United States, but Indiana is now in a position to compete. We intend to be as aggressive as any other state in the area of industrial development.

The establishing of a Foreign Trade Division is favored by the overwhelming majority of our business community, who feel this is a long overdue accomplishment. Though this activity is operating on a modest budget, we feel confident the activities performed by the division will greatly benefit our state economically.

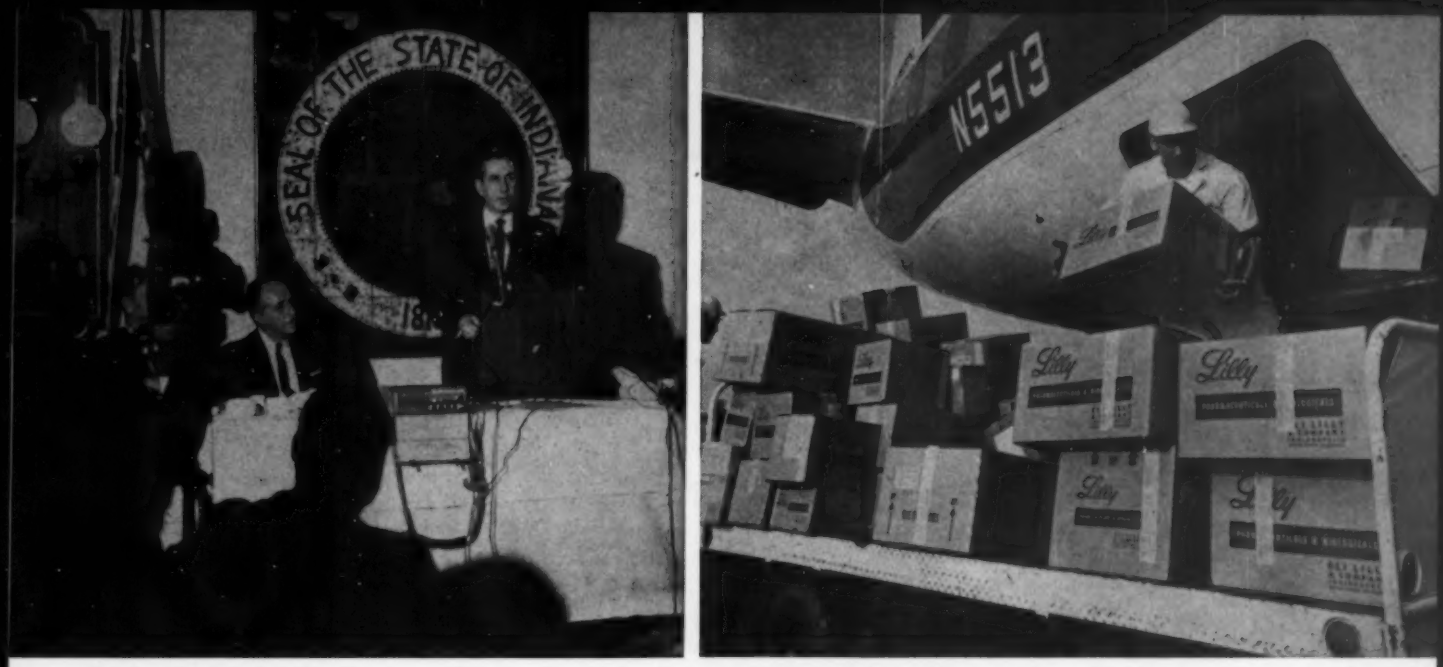
First brochure

The initial publication distributed by the division is entitled "Indiana—World Exporter." The primary purpose of this small brochure is to assist manufacturers in finding the right place to go for specific export information. It has proved to be most valuable.

The Foreign Trade Division, from the beginning, has established close ties with the three United States Department of Commerce regional offices which serve our state. Their cooperation in providing materials and assistance is impressive and we are grateful.

The services of the Bureau of International Commerce in Washington, D.C., should also be recognized. This section of the Department of Commerce was designed specifically to do what is fundamental to the foreign trade field—that is, to assist United States firms in all types of export development. Our Foreign

BEGINNING WORK ON INDIANA'S DEEP-WATER PORT, Lt. Governor Rock moves earth at Burns Harbor on Lake Michigan, state's link to the St. Lawrence Seaway. Project is still in initial stages.



PROMOTING INDIANA EXPORTS, Lt. Governor Rock is seen calling public attention to the first Indiana Trade Mission (left); Eli Lilly pharmaceuticals leave state (right) for world markets, via Indianapolis airport. The state is now entering its first complete year of activity in international trade.

Trade Division is interested in utilizing all available facilities.

In its first six months, the Foreign Trade Division has compiled an enviable record and projected ambitious plans. We have a complete file of economic and tourist information on all countries of the free world. The Division is in a position to assist our businessmen with most international trade problems. Due for completion in March 1966 is Indiana's first International Trade Research Report.

Position unknown

Too long we have been "estimating" our position in the foreign trade field and too long we have not realized the total picture of our contributions to the national export figures. We will now be in a position to know our strength and what are our weaknesses. Then we can expand industrial strength in foreign market-places and build far greater trade abroad. With the cooperation of the Research Division of the Indiana Department of Commerce, the International Trade Research Report will offer our citizens and those out of the state a complete picture of Indiana's contribution to international trade.

The nation is well aware of certain outstanding programs being offered. Indiana University has one of the most notable International Business Administration programs and its language department is, we believe, the finest in the nation. The University has programs in Thailand, Indonesia, and Brazil along with many other programs of a development nature in virtually all parts of the world.

Purdue University is equally impressive in its international contributions. They include educational projects in Brazil, Spain and other world capitals, and Purdue has established a separate division to coordinate its international agriculture activities.

Cooperating with our universities and colleges in promoting international trade activity, the Foreign Trade Division looks forward to holding export seminars throughout the state.

Indiana is also fortunately situated with respect to transportation. With the improvement of air-freight facilities in our state, we can expect dramatic gains in air shipments to foreign markets.

We are now seeing the initial stages of our first deep-water port at Burns Harbor, on Lake Michigan, which upon completion will end Indiana's status as the largest exporting state without a deep-water port for ocean-going vessels.

Particularly important to our state and the Foreign Trade Division is the promotion of trade missions to various market areas. What better way will a Hoosier industrialist or businessman have to see a market area first-hand? In June 1965 I had the privilege of accompanying a mission of Indiana businessmen to the Caribbean and Central America. Impressed with the magnificent opportunities for Indiana products, I have urged professional, trade and other groups to consider the trade mission as a primary means of market development.

Leaving in May

Leaving May 1, 1966, for three weeks, the state's first official mission will visit Oslo, Norway; Stockholm, Sweden; Copenhagen, Denmark; Dusseldorf, Cologne and Essen, Germany; and Amsterdam, Holland. As a United States Department of Commerce industry-organized, Government-approved mission, the choice of 12 businessmen on the tour will be based on products which have the best opportunity for sale in these areas.

Indiana has taken steps to improve our balance of payments problem and—at the same time—steps to help her citizens enter a field of business which in 10 years will undoubtedly account for three times what it does today. We welcome the opportunity in the world marketplace. Indiana businessmen and industrialists will show now, as they have in the past, that if the market is there, so is an Indiana man.

Indiana directory

Nearing completion is the first International Trade Directory for the state of Indiana. Questionnaires are being returned to us in large numbers as a result of our export survey. We intend to include all export data, banking facilities, translators, products, firms and general state information. In various foreign languages, this directory will serve as a vital link to all parts of the commercial world.

TRAINING FOR EXPORT IN CHICAGO are these participants in De Paul University after-hours seminar for executives on doing business with Germany.

MIDWEST TREND MIRRORS ALL U.S.

Banks turn world-minded

International departments are aggressively seeking export business, making profits in it

By GERARD E. KEIDEL
Vice President, American National Bank & Trust Co. of Chicago

When reporting on the lusty state of Midwest international banking, there is a temptation to sing praises and talk about improved service, renewed vigor, new frontiers, far horizons. Or, in a pessimistic hour, one may moan about tight money, shortages of trained people, rising costs and interest rates and voluntary credit restraints. Or, one may pontificate on the effects of these conditions on Midwest export finance, overseas loans and the U.S. balance of payments and other matters vital to bankers and their business.

Occurs elsewhere

Yet, somehow, it seems inadequate and even a mite provincial to approach the subject in this fashion. What happens in middle-America is significant, but if the same thing is occurring elsewhere in the U.S. we are dealing with a national phenomenon. And this is precisely the case in international finance.

The changes in Midwest international banking were gradual after World War II but accelerated in the last 10 years. No longer do many major banks confine themselves to servicing the foreign transactions which come to them unsolicited.

Current fields

They aggressively seek international banking business.

Their international banking departments are profit centers, not service operations.

They extend credit and make overseas loans in substantial amounts.

The bulk of their income is derived from their loaning operations and not from fees for services.

Most are heavily engaged in widespread interest-arbitrage operations and extensive foreign-exchange dealings.

They provide the most sophisticated advice and facilities needed by a growing number of Midwest companies developing worldwide businesses.

Overseas branches and representative offices and Edge Act corporations of Midwest banks are increasing yearly.

They still handle letters of credit, collections, remittances and travel funds. They still move reams of paper and instructions to facilitate the global movement of goods, services and money. But their horizons have grown considerably. They are no longer content to serve only their Midwest clients. They aspire to be useful nationally and internationally and they are moving aggressively in this direction.

Every service

Of course, some banks are moving faster than others and are out in front of their slower competitors. These banks, growing in number, are now full-fledged international banking operations in every sense of the term. They offer every service or facility available elsewhere.

But all of these developments are not strictly Midwestern. The same changes are

taking place in every highly developed industrial area of this country. Of course, there are some differences in the volume of international banking transactions handled in the various parts of our country. But the kinds of transactions and the nature of mutual problems are more similar than dissimilar.

There are sound reasons for a certain similarity in the growth of international banking throughout the U.S. The demand for such services is now widespread and nationwide. Businessmen prefer to do their banking locally, and it is good business for banks to take care of their clients' needs. So it is not remarkable to see banks everywhere reacting similarly to the demands of the market-place. They are expanding their international banking operations and this means new opportunities.

FAR EAST VISITOR, Taiwan's Finance Minister C. Y. Chen, meets with Mr. Keidel (left) and board chairman Robert E. Straus of the American National Bank & Trust Co., on a business stop in Chicago.

Bankers on move

Americans are mobile. Bankers, and particularly international bankers, are no exception. Practically every major bank in the Midwest has imported talent from other sectors or overseas to strengthen its international facilities. And so have banks in every other area, including New York and the Eastern Seaboard cities which together with Europe and Canada have traditionally been the breeding-ground for people specializing in international finance.

A substantial number of these international finance talents have relocated in banks in all our major interior and Pacific Coast cities. They supplement local specialists and soon meld into the background of their new homes while they adapt their knowledge and experience to local conditions. But their ambitions, their objectives, their concepts of sound international banking principles survive and often expand in their new homes.

Daily they mingle with contemporaries throughout the country and the world. Ideas flow freely, unimpeded by state lines or national borders. No special ability, unique talent, particular personality, new technique or important information is long reserved to one or two sections of this country. Instead they freely move across the nation to seek the greatest return and satisfaction.

These are the basic reasons why the growth of international banking has been national rather than sectional. They also account for a certain sameness of optimism, viewpoint and problems.

CHICAGO BANK'S OFFICE IN TOKYO provides increased service to Midwest exporters. This is the Tokyo branch of the Continental Illinois National Bank & Trust Co., now a world-wide institution.

Needs will grow

Practically every international banker anywhere in the U.S. will say today that he foresees increased competition, continued growth in his area, greater and more widespread interest in foreign trade and a growing need for more and more flexible loans and sophisticated services.

If they are asked to identify their problems, most will frown and mention the effect of tight money and rising costs on the availability and cost of export finance. They will tell of the problems of the voluntary credit-restraint program and its effect on export finance, overseas loans and their plans for expansion. They will mention the difficulty of training a growing staff. And they will tell about other problems, too.

But their stories all will be similar, if not the same. This all means more competition among the banks with the business community the prime beneficiary of improved international banking facilities throughout the U.S.

Farm leaders are convinced by Trade Mission experience that strong export market exists

Customers found for seeds, popcorn, horseradish roots, soybeans, plus moisture testers and hammermills

By WILLIAM J. KUHFUSS
President, Illinois Agricultural Association

Good markets are the lifeblood of agriculture. More and more, the American farmer's marketing horizons are extending out to encompass the earth. The value of U.S. farm products going into foreign markets represents one-sixth of the American farmers' cash receipts from farm marketings.

For the past several years the Illinois Agricultural Association, which represents more than 195,000 Farm Bureau families, has been taking an active part in seeking new foreign markets for Illinois farm and food products.

State-wide conferences

The IAA has conducted two state-wide trade conferences to interest farmers and businessmen in the potentials of foreign trade. These conferences were backed up by trade missions sponsored by the Illinois Farm Bureau. One mission went to eight European countries in late 1964 and the other to six Mediterranean countries in January 1966. In addition, the IAA was represented on Gov. Otto Kerner's European trade mission in 1963 and on the Governor's Far East mission last November.

Our experience on these missions underlines the fact that there is great potential for increased foreign sales on a sound dollar basis with the major initiative coming from private business.

Case in point

The Illinois Farm Bureau Trade Development Mission to the Mediterranean area represents a case in point of how a general farm organization can be helpful in stimulating trade which will benefit not only its farmer members but agriculturally related businesses as well.

Nearly a year of advance planning went into the preparation for our trade mission last January. Dwight Davis, IAA associate secretary of marketing, visited Mediterranean countries last summer to explore trade potentials and to set up preliminary arrangements for our trade-mission contacts.

Forty-nine Illinois Farm Bureau leaders and representatives of Illinois farm and food businesses participated in the three-week mission to Greece, Lebanon, Israel, Italy, Spain and Portugal.

Our objective was to make new contacts for sales of Illinois agricultural commodities and to sell commodities that hadn't been ordered before by buyers in Mediterranean countries.

Farm Bureau trade mission conferences featured display rooms in which we exhibited Illinois food products; raw agricultural commodities, such as field seeds, popcorn, soybeans, and horseradish roots; and literature describing other farm and food products as well as agricultural equipment, such as grain-moisture testers and hammermills. These "samples" were shipped to each of the trade contact stops in advance of the mission's arrival.

Encouraging reception

At each stop we had an encouraging attendance by importers, food merchants and other potential buyers. These potential customers had been contacted in advance in a variety of ways—through American embassies, through correspondence with established business organizations in the various countries, and through contacts established by Mr.

ILLINOIS FARM LEADER IN ISRAEL, Mr. Kuhfuss (l.), shows samples of state's products to the U.S. agricultural attache in Tel Aviv during a Farm Bureau Trade Development Mission stop in the Middle East.

Davis of our IAA staff.

Many of the leads for contacts were obtained from listings which appeared in INTERNATIONAL COMMERCE. In every case, personal letters were sent to contacts in advance notifying them of the trade mission and inviting them to meet with us.

Help breeders

A unique feature was the good-will donation of two Illinois bull calves—a registered Holstein dairy calf and a registered Polled Hereford beef calf. The Holstein calf was donated by the Illinois Holstein-Friesian Association and the beef calf was donated by Eugene Kline and his son, Larry, of El Paso, Ill., and the American Polled Hereford Association.

The Holstein calf went to a farmers' cooperative at Seville in Southern Spain and the Holstein was given to the national animal reproduction station at Amadora, Portugal, near Lisbon. Both animals will be used to help upgrade the breeding stocks of Spain and Portugal.

Response

We believe the interest expressed by both Spanish and Portuguese agricultural officials could well lead to sizable shipments of both dairy and beef breeding stock to those countries in the future.

The Mediterranean trade mission was received very well in all the countries we visited. There appears to be considerable trade potential there. At each of several stops we made contacts that could well justify the whole trip. There was tremendous interest in dairy calves, in feed grains and in food stuffs. Some sales were made in these areas and we expect more to result in the future.

With the kind of trade climate we experienced on this trip we believe there is real opportunity for profitable follow-through on the contacts we made.

ILLINOIS HOLSTEIN AND HEREFORD CALVES were flown to Spain and Portugal and presented by the Illinois Farm Bureau Trade Development Mission as goodwill gifts. (See another story, page 15.)

Articles reflect central Midwestern cross-section

The articles in this special section were prepared by a cross-section of the public, industrial and commercial leaders of the central Midwest area:

Governor Otto Kerner of Illinois, who has made economic development in all its phases a major goal of his administration. The Governor personally led trade missions from his state to Europe and the Far East in 1963 and 1965. A former U.S. Attorney for the Northern District of Illinois and Cook County Judge, the Governor is now in his second term.

Lieutenant Governor Robert L. Rock of Indiana, who wears a second hat as director of the Indiana Department of Commerce, vigorously campaigning to bring new industries to Indiana, promote exports, encourage tourism from abroad and stimulate research and industrial development. He is a four-term veteran of the Indiana House of Representatives.

Robert G. Biesel, executive committee chairman, 29th Chicago World Trade Conference, and vice president, General American Transportation Corp. His decades of business leadership have included service with the Chase National Bank in New York and the Chase Bank in Shanghai and Hong Kong, and with Swan, Culberton & Fritz, Shanghai.

William J. Kuhfuss, president since 1958 of the nation's largest state Farm Bureau, the Illinois Agricultural Association. A member of the American Farm Bureau Federation's board of directors, Kuhfuss farms near Mackinaw, Tazewell County, 18 miles west of Bloomington.

Gerard E. Keidel, vice president, American National Bank & Trust Co. of Chicago, and president, Bankers' Association for Foreign Trade. He is a National Export Expansion Council member, an advisory committee member of the Export-Import Bank of Washington, and a program committeeman for the 29th Chicago World Trade Conference.

Maxim M. Cohen, Chicago Regional Port District general manager, and an executive in the marine and terminal business since 1928. Firms he has served include the East Chicago Dock Co., the North Pier Terminal Co., the Lakes Ports Shipping Co., and the Lakes Overseas Steamship Co. During a stay in Europe, he engaged in shipping, chartering and other phases of transportation.

Dennis J. O'Connell, an A. O. Smith Corp. group vice president and president of A. O. Smith International. S.A., now beginning his second term as Wisconsin Regional Export Expansion Council Chairman. A native of Chicago, educated at De Paul, Purdue and Harvard universities, O'Connell is a member of the Machinery & Allied Products Institute's international operations council, Business International and the economic policy committee of the U.S. Chamber of Commerce.

St. Lawrence Seaway's impact on Midwest is beginning to be felt, Chicago port head says

But rail rates, channel handicaps still hamper full development of economical water link with world

By MAXIM M. COHEN
General Manager, Chicago Regional Port District

The Seaport of Chicago is the terminus of the deepened St. Lawrence Seaway route linking the Great Lakes and almost all corners of the earth. Since 1959, when this new marine highway opened, many changes have taken place in steamship services, providing direct access to most of the world.

Prior to the development of the deepened Seaway, steamship service out of the Great Lakes was confined to an exchange of traffic with the northern tier of European ports and some Mediterranean ports. Service was carried on by small 250-foot ships with capacities of about 1,500 tons, limiting the type and value of the cargo.

Despite the handicaps of limited draft, a considerable volume of general cargo developed and this activity prior to World War II set the basic pattern for eventual Seaway movements.

The first impact of the Seaway on the Chicago area was brought about by the use of much larger vessels accommodating heavy as well as bulky cargo and offering certain possibilities for the carriage of low-grade bulk materials. In other words, the Seaport of Chicago became a basic port for marine traffic because it offered all types of cargo as potential tonnage.

The handicap of shallow water in the Calumet River and Lake Calumet, where all of the low-grade bulk cargo emanates, will be lightened this year by the completion of the 27-foot dredging program.

During the last few years heavy tramp cargoes of steel have arrived in incoming voyages and this type of business has added much to the Seaport's over-all tonnage volume. This tonnage is susceptible to marked cycles controlled by supply and demand and also to the constant specter of some type of governmental control to limit such importation.

As against this type of operation the Seaport of Chicago offers an unquestioned ability of having maximum grain tonnage always available for loading base cargoes or full cargoes as the market demands. Added to the bulk grains is the potential for bulk liquids that can be marketed. This field of bulk liquid activity has resulted in growing tonnage totals.

No seaport can be great without adequate facilities to handle all types of tonnage. The vast aggregation of elevator capacity on the Calumet River and Lake Calumet offers superb accommodations.

The recent development of bulk terminal facilities on the east side of Lake Calumet is a splendid example of private capital taking advantage of deep- and shallow-water access and offering tank storage as well as other appurtenances for direct or intermediate handling of bulk liquids.

Another aproach to maritime activity, just worked out by the Port District, envisions the construction, with private capital, of a 52-acre iron and steel complex on the east side of Lake Calumet. The first of a series of harbor warehouses to handle both domestic and foreign steel has been constructed.

This bulk facility is intended to cater to river-borne as well as foreign steel items. Unique arrangements will in time offer facilities not found anywhere else in the Chicago metropolitan area. Here again the concept has been to have direct access to crude bulk cargo.

The scrap-iron trade is on its way to becoming a huge surplus market. The facility now being built allows for accumulating and preparing scrap in the harbor for direct shipment via barge or vessel.

The Seaport of Chicago has direct inland waterway transportation via the Calumet-Sag, Illinois and Mississippi Rivers, but the heavy flow of barge traffic is to the South because of the continued restrictions of the Calumet-Sag. However, it is anticipated that in 1967 this narrow waterway will be eliminated and heavy eight-barge tows with 12,000 to 15,000 tons will be able to move into this market at lower rates.

By far the most frustrating experience in connection with the Seaway has been the inability of the Seaport to secure the type of cooperation that is necessary from rail carriers in the development of import and export rates that are based proportionately on the reduced rates from the hinterland to the Gulf and the Eastern Seaboard.

Countless instances have come up where it is as cheap, if not cheaper, to ship from the hinterland to the Gulf rather than Chicago despite the fact that the distance to our port is 30 to 50% less. All responsible management involved in the Seaport activities is hopeful that this rail-rate picture will change. When it does, there is no question that the Seaway will be much more viable than it is at this moment.

From being considered as a typical, isolated inland center, our picture has changed. The Seaway has made it clear that we are no longer outsiders but directly involved in the development of traffic and contact with the world.

CHICAGO PORT ACTIVITY includes this floating crane at work with a ship in the Calumet River.

Council is trade dynamo

Wisconsin REEC unit's vim helps state achieve high rank in new exporters

By DENNIS J. O'CONNELL
Chairman, Wisconsin Regional Export Expansion Council

Thirty-one Wisconsin businessmen are the flesh-and-blood reality behind statistics showing burgeoning export activity, rising profits and fuller employment in the state.

The 31 are members of the Wisconsin Regional Export Expansion Council, with representation from more than a dozen cities. As REEC "regulars," they make a steady contribution to the overall effort, while a growing number of executives from a variety of firms join in —like the 65 who traveled with Wisconsin's Governor on a trade mission to the Netherlands, England, Norway, Sweden, Italy and Spain, garnering $750,000 in direct sales with a potential $7 million more indicated by follow-up visits.

Increased interest in exporting is evidenced in the Badger state in a variety of ways, some of them related directly to the Council's activities. These include:

► Addition of 31 firms to the list of new exporters in the state's recent fiscal year.

► Contact with more than 640 potential exporters under the "Target 10,000" program.

► More than 650 visits with manufacturers by the staff of the U.S. Commerce Department's Field Office in Milwaukee, which works closely with the Council.

► Twenty-two conferences and seven seminars on export expansion held throughout the state.

► Referring of 431 trade lead opportunities to Wisconsin firms. One trade lead resulted in a Milwaukee firm selling 20 water-cooled self-contained air-conditioning units for commercial and industrial applications in Spain. The company now has a distributor in Madrid as a result of the trade lead.

MILWAUKEE'S LAKE MICHIGAN PORT, one of many units in the St. Lawrence Seaway system, can handle heavy shipments like this massive machinery from Bucyrus-Erie, and Oshkosh Truck in cover photo.

In the "Target 10,000" program—a national drive to contact 10,000 new exporters— Wisconsin ranks fourth in the nation. The Council's 640 contacts far exceed the national average of 240 per state.

The Wisconsin Council got an early start in the "Target 10,000" program and achieved a self-imposed goal of 100% participation by all Council members. The Council is believed to be the first in the nation to reach that mark.

Wisconsin now ranks 10th among states in the value of exports, moving up from 12th place in 1960. More than $500 million in Wisconsin manufactured goods is exported annually—a 30% increase over the 1960 figure, while the national average increased 13%.

While 1965 export tonnage figures are not yet available for all Wisconsin ports, port authorities indicate that new records were set. The Port of Milwaukee reported that new records for both exports and imports were established. Exports last year totaled 613,524 tons, compared with 539,969 tons in 1964. Imports at Milwaukee last year totaled 150,888 tons, against 104,325 a year earlier.

Business views on payments plans sought

Connor says mandatory controls not in sight

Secretary of Commerce John T. Connor has told the nation's businessmen that mandatory controls will not be part of the Government's attempts to reach balance-of-payments equilibrium.

Speaking to the Bond Club of New York, the Secretary said: "We see no possibility in the balance-of-payments situation requiring mandatory controls, since the President's voluntary program seems to be moving ahead with success and producing expected results."

Secretary Connor observed that the balance-of-payments problem "is going to be with us in one form or another as far as the trained eye can see into the future." He called upon the nation's businessmen to let their voices be heard in the development of a "long-term solution of the deficit problem."

In close touch

He said of the voluntary effort: "This was a program that did not emerge as a case-hardened plan of the Federal Government. On the contrary, it was developed in the closest consultation with representative business leaders, whose advice was heeded on the kind of program that would enlist the support of the corporations whose actions could make it or break it."

Then he asked for continuing advice from the business and banking community, which carries, he said, the burden of making the program a success, and also the obligation to offer constructive views on the long-term solution of the deficit problem.

"I would like to suggest, therefore, that businessmen make 1966 a year of intensive review of the whole balance-of-payments problem; they should be fully prepared to inform Administration officials of their views on a continuing basis," he declared.

"For the fact is that the balance-of-payments problem is going to be with us in one form or another as far as the trained eye can see into the future. And because of the changing nature of the world economic and political situation, it must be kept under constant scrutiny and review.

"Varying solutions undoubtedly will be required as situations change, and business must be prepared to advance its views in the deliberations leading to decisions.

"On its part, of course, the Federal Government must constantly reappraise not only the problem as a whole but its own sphere of activities affecting the position of the dollar world-wide."

Traders index paves way for precision world marketing

Seventeen thousand firms now under plan unveiled last fall

The coding and keypunching machinery at the Commerce Department's Commercial Intelligence Division is whirring and a debut in exporting is being prepared for thousands of firms.

Seventeen thousand have submitted IA-57 forms for registration on the American International Traders Index (INTERNATIONAL COMMERCE, Aug. 23, 1965, pp. 2-3, and Oct. 11, 1965, p. 8). Half the registrants are firms which are not now exporting and plans call for assisting them in overseas selling through the "piggyback," Intermediary Exporters or other suitable programs.

Data from 4,000 IA-57's—about one-quarter of the total received so far—have been coded and are being keypunched. The information is being processed with emphasis on identifying seasoned exporting firms which can carry newcomers into world markets, "piggyback" style.

Among the registrants are 700 companies with reported annual export sales of at least $1 million apiece—accounting as a group for about $6.9 billion of the total annual export sales of the U.S.

The latest mailing of IA-57 forms has gone to 2,000 firms which had not previously received an invitation to register on the index. These are largely international freight forwarders and firms (manufacturers, exporters and importers) in Puerto Rico.

Future additions to the index will be made on a selective basis. With the completion of preliminary phases of the operation, general retrieval and utilization of the data should start soon.

Connor appoints Carl Gerstacker new NEEC chairman

Michigan chemical executive appointed successor to Foy

Carl A. Gerstacker, chairman of the board of The Dow Chemical Co., Midland, Mich. has been named chairman of the National Export Expansion Council, to succeed Fred C. Foy.

Secretary of Commerce John T. Connor announced the appointment in Washington February 18. Foy, who is chairman of the board and chief executive officer of the Koppers Co., Pittsburgh, has resigned for reasons of health. Foy served as chairman of the Council since July 1965, and previously was honorary chairman.

The National Export Expansion Council is composed of business executives involved in international trade. It serves as advisor to the Secretary of Commerce on export expansion matters and provides leadership and guidance to 42 Regional Export Expansion Councils. The Council currently is preparing reports for the Secretary of Commerce on impediments to the growth of U.S. exports.

Executive group sets up new global fundamentals course

The next session of "Fundamentals of International Business," an American Management Association course, will be held March 14-18 at AMA headquarters in New York City.

Chairman of the session will be Jack N. Behrman, professor of international business, University of North Carolina, and former Assistant Secretary of Commerce for Domestic and International Business.

Write: American Management Association, Inc., 135 W. 50th St., New York, N.Y. 10020.

ELECTRONIC COMPONENTS

A license to manufacture magnetic and electronic program switches and control equipment is sought by a German producer of electric controls, rotary cam-type switches and high and low voltage switchgear installations.

Write: Wilhelm Steinhoff Nachf., 92/94 Sedanstrasse, 41 Duiseburg-Hochfeld, Germany. WTD.

Cattle roundups go global

U.S. cattle traders find green pastures in expanding markets overseas

By SUSANNE ROSCHWALB
Staff Writer

Dairy cattle from the United States are part of a growing transoceanic roundup. It is moving American breeds to far pastures in Italy, Korea and Nicaragua.

U.S. shipments of dairy breeding cattle in 1965 jumped to 21,217 head, an increase of 43% over the 1964 figure. Eight years ago American exports of these cattle totaled 7,000 head.

Exports of registered Holsteins alone capped a four-year ascent with a 73% jump in 1965 over the record set in 1964. Holsteins have particular overseas marketability because they are a fast-growing species, bred for high milk production, but retaining qualities of beefing ability.

Contributing to the export uptrend is the market development work of the U.S. Department of Agriculture, the export expansion efforts of the Holstein-Friesian Association of America, innovations in livestock containers by at least one major American shipping line, Pacific Far East, Inc., and the voluntary contributions of Heifer Project, Inc., a worldwide self-help organization.

Through such efforts, hundreds of Americans in the business of cattle are learning more about the needs and potentials of new markets.

Specialists from USDA and the Holstein-Friesian Association make initial trips abroad as classifiers and judges of cattle. These trips produce contacts with prospective buyers. Such trade opportunities regularly reported by agricultural and commercial attaches in the field are turned over to export agents and the purebreed associations.

Charles J. Larson, assistant executive secretary of the Holstein-Friesian Association, says that the association has been promoting U.S. cattle overseas for the past 20 years, but it is now that the work is taking root.

The association soon will have sent representatives on 100 trips to Latin America and Europe to classify and to judge major shows. Thousands of brochures in Spanish and Italian have been distributed abroad and the association advertises in foreign publications. In 1965 the association participated in two Italian trade fairs for the first time.

According to latest USDA figures, Mexico held its position as top market in 1965 with imports of 8,377 head from the U.S. Italy climbed to the number two spot, importing 620% more than the 1964 figure. Venezuela was third with

CHOICE DOMINO was the name of the interesting cargo on the Farrell Line's ship, African Sun, bearing prize-winning Hereford bull from the United States to Johannesburg, South Africa.

Voluntary agency exports heifers

Heifer Project, Inc. is a voluntary agency that has been exporting cattle, poultry and other livestock and technical and educational information to 80 nations since 1944. About 18 to 24 air cargo shipments are made per year, 60% to Latin America.

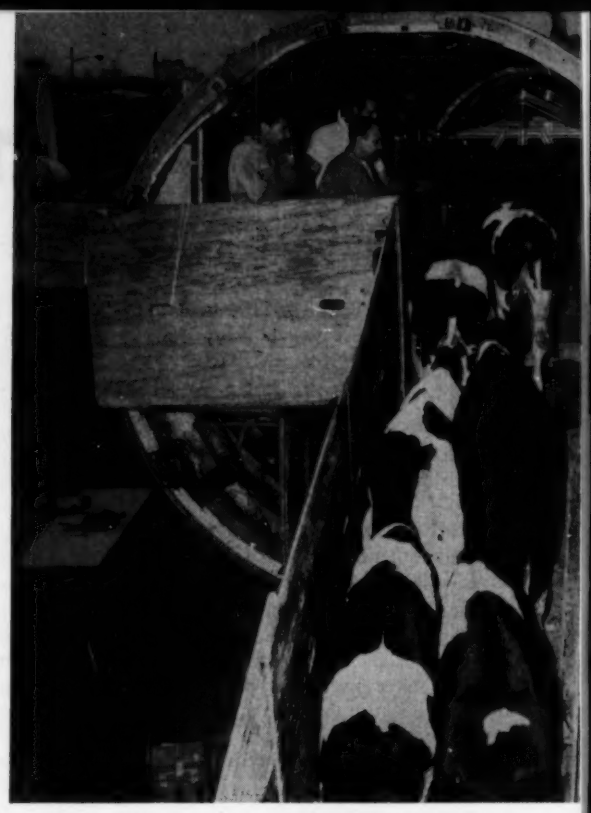
Gifts are distributed on the basis of need and ability to care for animals; recipients are asked to pass on the gifts, usually the first-born, to another person who is in need of assistance.

In the Dominican Republic HPI is in a joint project with AID and the Dominican Government. Its purpose is to acclimatize the animals donated through the Project before they are passed on to recipients. A herd of 30 dairy cows, calves and bred heifers maintains most of the operation's cost there.

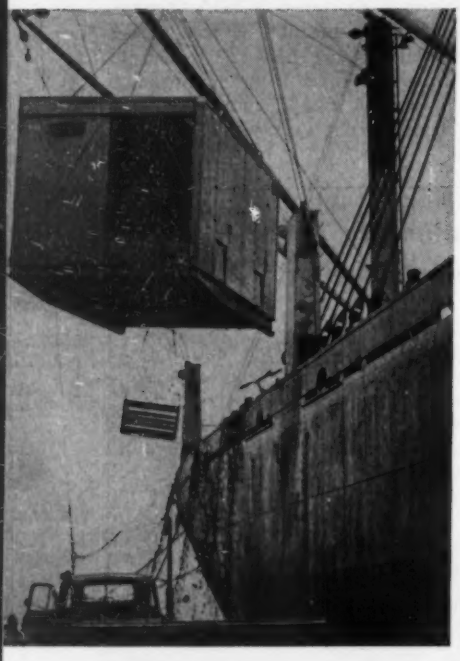
In Ecuador it is working closely with Peace Corps volunteers, upgrading local breeds.

In India, dairy improvement through cross breeding has had good results in preliminary tests.

Heifer Project, Inc. is a non-profit agency. Gifts are tax deductible and may be offered through the Director of Operations, 45 Ashby Road, P.O. Box 278, Upper Darby, Pa. 19084.



THE FLYING COWS travel in the belly of a freighter plane via the Flying Tiger airline bound for Nigeria. (Story continues, next page.)



THE STORY BEGINS on the farm in this country. Upper left, Holsteins, chief breed among cattle exported, graze until embarkation. Center left, cows, loaded in special vans developed by the Pacific Far East Line, need minimum amount of handling from shore to ship. Costs for moving a head of livestock prior to development of livestock vans in 1958 was much higher to shipper and line.

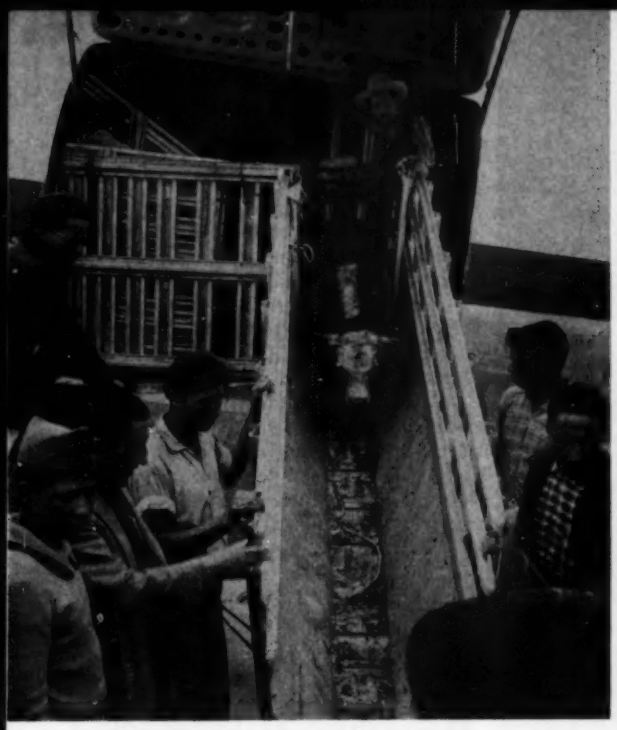
Cows jump oceans

THE STORY CONTINUES below, left, aboard a PFEL ship with a load of American cows and sufficient feed for a voyage from San Francisco to Okinawa. About 100 tons of hay is needed.

2,592 cattle imported from the U.S. Nicaragua with 911 and Canada with 681 followed respectively.

Newest big market for U.S. dairy cattle is Korea, which imported 640 head in 1965. Two other Far Eastern newcomers with significant purchases made in 1965 are Taiwan and Japan. Growing exports to the Far East are credited to the container advance that in turn brought lower rates. Livestock vans for on-deck shipping developed by the Pacific Far East Lines in 1958 have lowered van handlings costs from $60 to $5 a head. The vans have moveable sections and can hold up to six bulls each for a maximum shipload of 180 head. An important feature is that the vans preclude the necessity for stevedores to handle the animals; the cattle move from trucks to vans which are then loaded on the vessel intact. The containers merely have to be secured on deck; new pens aren't needed.

Transportation has been one of the big hurdles for shipments of cattle in small numbers, says Allan C. Driver, of the A & D Export Company in West Friendship, Md. An auctioneer, Driver is a typi-



THE CLIMAX OF the cattle export story, the arrival of U.S. cattle overseas. Left, Project Heifer cows deplane in Quito, Ecuador. Right, a shipment is unloaded in Korea. Below, center, A & D exporters show cows at typical Italian marketplace, and, bottom, Holstein-Friesian group exhibits at Italian fair.

cal newcomer to cattle export. In 1964, his company was in on the first U.S. cattle sales to Europe in 50 years. In the past two years A & D export has sold 3,800 head of cattle to Italy, a sizeable percentage of total U.S. shipments. The company's customers arrange for transport, mainly ocean bottoms, but Driver and his partner Hamilton Amoss, Jr., are investigating the future use of air cargo.

Containers have been developed for handling calves in the bellies of passenger jets. The most recent is a plywood crate that can handle animals weighing several hundred pounds in lots of four and may be loaded directly into jet freighters. Last year a special single shipment of 100 head flew to Nigeria on the Flying Tiger Line, but so far there is a limit to the number possible in one air shipment.

With cattle promotion efforts taking root, prospects for the future, particularly in Italy, in Korea, in Japan are strong.

"We have not reached our potential," says Fred Lege, Agriculture's Livestock Marketing Specialist, who travels 125,000 miles annually on behalf of cattle prospects overseas. "Every year more countries are seeking our seed stock to improve their herds because of the extreme adaptability of U.S. breeds."

The record $8.3 million in dairy cattle exports for 1965 should be strengthened this year, experts predict, as more American cattlemen recognize the added strength exports give domestic sales.

SOARING LABOR COSTS added to small volume have caused high prices and a weakening demand for services in the Swedish laundry and dry cleaning industry. The same situation exists in a lesser degree in Norway, Finland and Denmark. Visitors and buyers witnessed the emphasis at the show on modern methods and machinery which help to offset these problems by lowering production costs.

Agents found, sales made in Stockholm

Laundry, dry cleaning show may bring $1.5 million sales

American firms which sought agents quickly found them. Those which exhibited for product exposure received it. And companies which wanted sales made them.

This, in summary, is the final report on the commercial laundry and dry cleaning equipment show at the Stockholm Trade Center.

None of the exhibitors asked for assistance until after the show opened but a number of arrangements were made:

Ajax Presses signed an agreement with Maskin AB Magnen-Agren.; Goldman Pressing Machine Corp. signed with Wofco AB; and Zimmerman Products with Maskin AB Sipano. All the Swedish firms are in Stockholm.

Edward Winterbottom, president of Sahara Products, made a special trip to Stockholm during the show, even though he didn't participate, and signed an agreement with Wofco AB.

The show produced off-the-floor sales totaling $102,725. Sales over the next 12 months are conservatively estimated at $1.5 million.

Timber days for U.S. firms scheduled at Trieste fair

West Coast lumbermen will have five days all to themselves at the Trieste, Italy, International Trade Fair, June 21-July 5.

Fair authorities have decided to set aside the last five days for U.S. lumbering firms and associations to provide an opportunity for direct contacts among timber trade operators, from specific business to discussion of problems of common interest.

This year's edition will be devoted to sawn timber from the West Coast.

Write: Ente Autonomo Fiera Campionaria Internazionale di Trieste, Viale Ippodromo, 18, Trieste, Italy.

OSAKA PASSES

Official visitor cards for the 7th Osaka International Trade Fair, to be held April 9-29, are now available from all Japan Air Lines offices.

International toy exhibition opens next week in New York

The 16th International Toy and Trade Fair will be held at the New York Hilton in New York March 6-11. The show will include the International Bicycle and Motorcycle Show.

Almost all countries of Europe are represented, many of them by government-sponsored national displays.

Basic categories of the fair include toys and novelties, ornaments, decorations and artificial flowers, bicycles and motorcycles, hobby items and electric trains, science and optical goods, sporting goods, camping and beach supplies, electronics, variety merchandise, stationery, rack and carnival goods, giftware and ceramics, juvenile furniture, musical instruments and hardware and houseware articles.

Write: International Trade Shows, 545 Fifth Avenue, New York 17, N.Y.

U.S. exhibit at Berlin fair sells more than expected

The U.S. exhibit at the Berlin International Green Week Agriculture and Food Fair achieved a food sales volume beyond expectation. German importers of American processed foods occupying ten ground floor stalls reported they were overwhelmed by public response to their products on display.

Several booths sold out their entire ten-day supply on the first two days, requiring frantic re-stocking efforts. Products selling at the unexpected large volume included fruit juices, seasonings, peanut butter and canned fruits.

NATIONAL HOME FAIR

Almost every conceivable product of interest to home-owners, from silverwork and pottery to machines and appliances, are on display at the 11th National Home Fair (Feria del Hogar) in Mexico City.

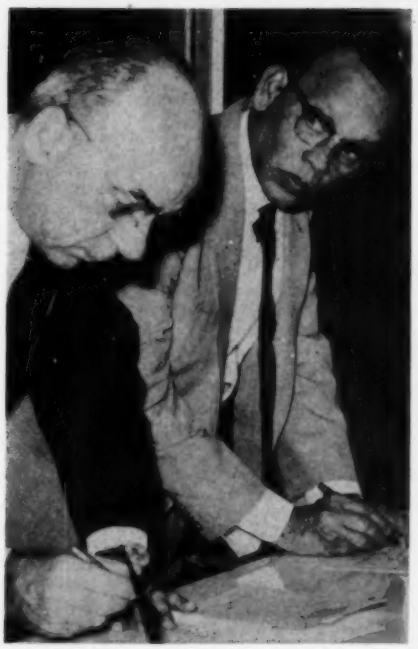
The fair opened Feb. 25 and will be held through March 31. Fair officials said the show will give U.S. businessmen in the home products field a clear picture of the competition in Mexico.

Write: Mexican National Tourist Council, 2 East 55th St., New York 22, N.Y.

OPENS THE WAY

The exhibition last fall of non-destructive testing equipment at the London Trade Center provided engineers with an opportunity to find out more about techniques to improve industrial efficiency, the British magazine, Engineering Product Data, reported recently.

Mining equipment show in Bangkok to bring contacts



DELEGATES TO THE ECAFE Committee on Industrial and Natural Resources register for the Feb. 9-23 show, later discuss merits of the Ingersoll Rand Co.'s self-propelled crawler drill (below). Nine American firms in the mining and safety equipment show sent their equipment—consisting of small display items or scale models—to a follow-up exhibit held in Chiengmai.

PRESS PHOTOGRAPHERS on a tour of the show listen to Market Promotions Counsel Jorges Orgibet (top photo) explain the Allis-Chalmers articulated wheel loaders. In center photo, Thai mining officials see a practical demonstration of American Cyanamid's resin process for controlling water flow in mines. Only a moment before, free flowing liquids were poured back and forth between these glasses and almost instantly were solidified. The Ellicott Machine Corp. booth, where the Baltimore firm's portable dredges were shown (below), attracted considerable attention. Six of the dredges are in use in Thailand.

EEC assigns quotas to members; extends duty suspensions on nuclear products on varied other imports

Most measures are effective for the duration of 1966

The European Economic Community's *Journal Officiel* recently listed new tariff quotas granted to individual member states for certain imports from third countries, and extensions of Common External Tariff (CXT) duty suspensions on certain key nuclear products and other items.

The following list shows the tariff quotas by CXT numbers, products, benefitting member states, in-quota duties (in percent ad valorem), and quantities in metric tons. These quotas are valid for 1966, unless otherwise noted:

2501AI—Salt for chemical transformation (separation of the Na from Cl) for the manufacture of other products, Belg.-Lux., 0, 160,000; 2916AIIIa—Crude calcium tartrate, Ger., 1.9, 2,000; **ex 2944D**—Erythromycin, Ger., 3.2, 800; **ex 3001AI**—Bovine liver for organo-therapeutic uses, dried, pulverized, Ger., 3.6, 35; **ex 3808C**—Rosin, polymerized and oxydized, Ger., 1.7, 2,600; **ex 3808C**—Rosin polymerized, hydrogenated, and dimerized, Netherlands, 1.7, 2,700;

ex 4502—Natural cork in blocks, plates, sheets or strips, Ger., 2.5, 145; **ex 4502**—Natural cork cubes or squares slabs for the manufacture of corks, Ger., 4.9, 5; **4502**—Natural cork in cubes, plates, sheets or strips, incl. cubes or square slabs for the manufacture of corks, Netherlands, 2.5, 15; **4502**—Ditto, Belg.-Lux., 2.5, 20; **5004**—Silk yarn not put up for retail sale, for the period Jan. 1 to March 1, 1966, Ger., 2.5, 10; **5005**—Yarn spun from silk waste other than noil, not put up for retail sale, for the period Jan. 1 to March 1, 1966, Ger., 1, 28; **ex 5403BIa**—Flax yarn of certain qualities, Ger., 3, 500; **ex 7305A**—Iron or steel powders, unworked, Ger., 4.8, 11,000; **7305A**—Iron or steel powders, Netherlands, 2.9, 1,500; **7305A**—Ditto, Belg.-Lux., 2.9, 1,080;

7601A—Unwrought aluminum, Ger., 5, 121,000 (of which 100,000 unalloyed); **7601A**—Unwrought aluminum, Netherlands, 5, 1,300; **7601A**—Ditto, Belg.-Lux, 5, 35,000; **7701A**—Unwrought magnesium, Ger., 1.5, 45,000; **7701A**—Ditto, Netherlands, 1.5, 190; **7701A**—Ditto, Belg.-Lux., 1.5, 580; **7801A**—Unwrought lead, Ger., 0, 60,000; **7801A**—Ditto, Netherlands, 0, 30,-500;

7901A—Ditto, Belg. 0, 10,000 (of which 4,000 lead bullion containing by weight at least 0.03% of silver and intended for refining); **7901A**—Unwrought lead, Netherlands, 0, 10,000; **7901A**—Unwrought zinc, Netherlands, 0, 10,000; **ex 7901A**—Unwrought zinc, unalloyed, Ger., 0, 60,000.

The extensions of CXT duty suspensions on the following nuclear products through 12/31/66 are listed as follows: first the tariff numbers, then the present duties, in percent ad valorem (with the full CXT rates in parenthesis):

8459BI—Nuclear reactors—7(10); **8459BIIa**—natural uranium fuel elements therefor 5(10); **8459BIIb**—Enriched uranium fuel elements therefor 0(10); **8459BIIc**—Other parts and separate pieces for nuclear reactors 7(10); **8104MIII**—Uranium depleted in U-235, 0(7).

Other CXT duty suspensions valid through 1966 follow by tariff numbers, products, and levels (in percent ad valorem):

1402BI—Vegetable hair 0; **ex 2707G**—Aromatic products for manufacturing carbon black 0; **ex 2714C**—Extracts from treating of lube stock with solvents for manufacturing carbon black 0; **ex 2852B**—Chlorides of rare earth metals 4; **ex 2855B**—Iron phosphides containing 15% or more by weight of phosphorous, exclusively for the fabrication of fining pig or of steel 0; **ex 2901CI**—Pinenes 8; **ex 2901CI**—Camphene 8%; **ex 2901DVI**—Vinyltoluene 6; **ex 2902B**—Hexachlorocyclopentadiene 0; **ex 2909**—Butylene oxide 0; **ex 2913DI**—Pregnenolone 3; **ex 2913DI**—17 Alpha hydroxypregnenolone 3; **ex 2913DI**—16—Alpha methylpregnenolone 3; **ex 2913DI**—1, 4, 17 (20) Pregnatriene-11-beta, 21-diol-3-one 6; **ex 2913DI**—Dehydroepiandrosterone 3; **ex 2913E**—16-Beta-methyl-16-alpha-epoxy-5-pregnen-3-beta-20-one 3; **ex 2913F**—1.4 Naphthoquinone 0; **ex 2913GIII**—2, 3, Dichloro-1, 4-naphthoquinone 8; **ex 2913GIII** Decachlorotetracyclodecanone 10; **ex 2914-AIIc5**—16, 17-Oxydopregnenolene acetate (epoxypregnenolone acetate) 3; **ex 2914-AIIc5**—16-Alpha-methyl-1, 4, 9 (11)-pregnatriene-17-alpha, 21-diol-3, 20-dione-21 acetate 6; **ex 2914AIIc5**—16-Alpha-methyl-allopregnane 11-alpha, 17-alpha, 21 triol-3, 20 dione-11 paratoluene sulfonate-21 acetate 6; **ex 2914AIIc5**—16, 17-Epoxypregnanolone acetate 3; **ex 2915AIVa**—Sebacic acid 3; **ex 2915B**—Anhydride of hexachloro-endomethylene-tetrahydrophthalic acid 8; **ex 2916D**—Acid 3, 6 endoxo-hexohydrophthalic and its sodium salt 10; **ex 2929**—Oxime of 1a 16, 17-dehydropregnenolone acetate 3; **ex 2929**—Ethylhydrazide of podophyllinic acid 6; **ex 2931B**—Thio-bis-di sec amylphenol 6; **ex 2931B**—Di-isopropylthiocarbamate of S-(2, 3 dichlorallyl) 10;

2931B—diisopropylthiocarbamate of S-2, 3,3 trichloroallyl 10; **ex 2935S**—Thiophosphate of 0.0. diethyl-0-(4-methyl 2-isopropyl)-6-pyrimidyl 10; **ex 2935S**—2-Chloro-4, 6-bis (isopropylamino), 1, 3, 5-triazine 10; **ex 2935S**—Dichloride of 1, 1'-dimethyl-4, 4'-dipyridylium 10; **ex 2935S**—Dibromide and dichloride of 1, 1'-ethylene-2, 2' dipyridylium 10; **ex 2935S**—1, 4 Diaza-bicyclo-2, 2, 2-octane (triethylenediamine) 0; **ex 2935S**—Diosgenine and its esters 0;

2941A—Digitalines 6; **ex 2941D**—Pure glucoside of scilla 6; **ex 2941D**—Salt of calcium of sennoside A and B 6; **ex 2941D**—Benzylidene-beta-D-glucoside of podophyllotoxine 6; **ex 2942CVIII**—Alkaloids of (rye) ergot, their salts, ethers, esthers and other derivatives 6; **ex 2944D**—Cephaloridine;

3807—Spirits of turpentine (gum, wood and sulfate) and other terpenic solvents produced by the distillation or other treatment of coniferous woods; crude dipentene; sulfite turpentine; pine oil-(A) spirits of turpentine 3; (B) other 3; **3808A**—Rosin, including "resinous pitch" 3.5; **ex 3808C**—Hydroabiethylic alcohol (technical) 0; **3811C**—Pyrethum extract in solution in mineral oil 5; **ex 3819D**—Sulfonic acids of schist oils, thiophenes & their salts 8; **ex 3819Q**—Mixtures of aldehydes from lignine 0; **ex 3819Q**—Tertiary mercaptans in mixtures 0; **ex 3819Q**—Crude guanine (scale paste and other fish waste) containing mineral oil of the type used in manufacturing pearl essence 0; **ex 3902CIII**—Polysulfohaloethylenes in one of the forms mentioned in Note 3(a) & (b) to Chapter 39, 4; **ex 3902CVIII**—Copolymers of vinyl chloride and of vinylidene chloride containing at least 80% by weight of vinylidene in one of the forms mentioned in Note 3(a) & (b) to Chapter 39 for manufacturing fibers, monofilament or strip 4; **ex 3902CXIVa**—Copolymers of vinylidene and hexafluropropylene fluoride in one of the forms mentioned in Note 3(a) and (b) to Chapter 39, 4; **ex 3903Val**—Ethylcellulose (not plastified) 4; **ex 3903BVa2**—Ethylhydroxyethylcellulose insoluble in water 4; **ex 3903BVa2**—Hydroxypropyl-methylcellulose 12; **ex 4428B**—Shingles and siding of conifers 0; **ex 4801EII**—Japan vellum (special long-fiber paper for making artificial casings & the like 0; **ex 4801EII**—Japanese vellum for wrapping continuous artificial textile fibers during industrial processing 0; **ex 5101B**—Hollow-filament yarn of artificial textile fibers 0; **6230BIb**—sacks and bags of a kind used for the packing of goods, used in fabrics other than jute, linen or sisal, 15; **7019AIa**—Glass beads, cut or mechanically polished 0, and **7019AIIIa**—Imitation precious and semiprecious stones, cut or mechanically polished 0.

For information in detail on suspensions partial or total, of the CXT for the year 1966 on tea, maté, certain tropical woods, certain spices, and cricket and polo equipment, **write:** OIRE, BIC, Dept. of Commerce, Wash., D.C. 20230.

Spain releases list of 1966 import quotas

Spain has published its 1966 global import quota list.

These quotas amount to a commitment to allow at least a stated quantity of imports of each of the defined groups of commodities from several countries including the U.S. However, the Government frequently issues licenses for more than the announced quota.

The list of quotas for 1966 is similar to that for 1965 which come to approximately 13% of the total value of approved import licenses and declarations.

Although the total value of the 1966 quotas of $148.3 million is only 7.5% over the total value of the 1965 quotas of $138 million, most of the quotas have been increased 10 to 20% over 1965. This seeming contradiction is due mainly to the fact that a large number of items are no longer subject to quotas.

The import commodity groups and their total annual value (in millions of pesetas; 60 pesetas = US$1) for 1966 are:

Hops, 29; meat preserves, 22; fruit preserves, 22; preserves for children, 6.6; various foodstuff products, 4.9; soups, broths and preparations, 9.9; beer, 11; fish meal, 145; coal for coking, 132; anthracite, 19.6; inorganic chemicals, 43.2; organic chemicals, 106.8; pharmaceuticals, 75.6; varnishes, inks, pigments, etc., 28.8; perfumes and cosmetics, 18;

Surface-active agents, lyes, lubricants, glues, not liberalized and not contained in other quotas, 86.4; phenoplasts and phorane resins, 34.2; aminoplasts, 22.2; other condensation, polycondensation and polyaddition products, 20; styrene polymerization products, 8.4; PVC, 24; plastic products, 1.6; articles of wood, not liberalized, 12; paper and products—no value listed since complete liberalization will be in effect by 7/1/66; various natural textile fibers, 10; various natural textile yarns, 14.4; coir, 39.6; woven fabrics from various natural fibers, 69.6;

Tulle, laces, velvet and knitted goods, 15.8; special textile fabrics, 14.4; carpets and rugs, 6.6; ready-made articles for dressing, 18; other textiles, 10.8; articles of china and glass, 25; imitation jewelry, 7.5; containers of iron or steel, 15; hardware (nails, needles), 14; stoves and non-electric heaters, 9; household and sanitary articles, 16.5; other articles of cast iron and steel, 18;

Articles of copper, 9; articles of aluminum 9; hand tools, 45; sawblades and carbide pieces for cutting tools, 50; cutlery, table sets, 18; non-liberalized outboard motors and parts, 33; non-liberalized naval motors, 36.5; other non-liberalized motors, 145; motorpumps, 33; refrigerators up to 250 liters, 132; dumpers, 165; radio and television receivers, 27.5; radio transmitters and transmitter-receivers, 60.5; non-liberalized parts for electrical purposes (cabon and graphite), 66;

Tractors, 320; tractor parts, 80; autobuses, fire engines and parts, 220; parts and elements for cars, 110; sound recorders and reproducers, 16.5; records, tapes, for sound recording, 22; toy games, 27.5; capital goods for new installations, 6,000.

Peru revises tariff rates for typewriter ribbons

Peru has revised the tariff rates for blank and inked ribbon for typewriters and similar machines.

This action has substantially increased the duty rate on inked ribbons, while creating a lower rate for blank (non-inked) ribbons.

The following changes are the new rates in soles per kilogram legal weight:

58.15.1.07—Unselvaged cotton ribbon, up to 13 mm. in width, excusively for the fabrication of inked ribbons for typewriters, calculators and similar machines —12.00;

98.08.0.01—Ribbons up to 13 mm. in width, inked, for typewriters, calculators and similar machines—60.00; 98.08.0.11 —Ink pads—10.00;

98.09.0.11—Others—15.

In addition, there is a 30% ad valorem duty on the commodities mentioned above.

India expands port facilities to handle grain shipments

Bombay port authorities have announced special measures to handle grain imports which are expected to increase during the next few months.

These include expansion of mechanical handling equipment such as vacuators and chain and screw conveyors, installation of hoppers in the sheds, and greater mobilization of rail wagons for clearance of grain from the docks and railheads.

Under current plans, Bombay will handle up to 3.6 million tons out of an estimated 10 million tons of imported foodgrains in 1966.

Another port facility on India's western coast, Magdalla, in Gujarat State, has been declared an intermediate port. Its handling capacity has been increased from 16,000 tons to 60,000 tons. Ultimate annual capacity will be 265,000 tons.

Pakistan announces investment schedule to boost development

Guidelines issued for 63 major industries; investment targets set

The Government of Pakistan has announced a new Industrial Investment Schedule which is intended to provide guidelines for private investment in Pakistani industries.

Described as "hard core" by the Minister of Industries and Natural Resources, the schedule focuses on 63 major industries and sets investment targets for each.

The Government has not established a target date for the implementation of the schedule but hopes that all projects approved under it will be in operation by the end of the Third Five-Year Plan (July 1965-June 1970). The total planned investment is $740 million.

Internal sources are expected to provide $290 million, while the remaining $450 million will consist of foreign exchange. Of the $740 million, $400 million is reserved for West Pakistan, while $340 million is slated for use in East Pakistan.

About $648 million of the outlay will be invested in the establishment of new capacity, while $92 million will be utilized for "balancing, modernization, and replacement" of existing industries.

Investing in priority industries

Foreign loans and foreign private capital are expected to provide a major part of the $450 million foreign exchange component. In announcing the Schedule, the Minister of Industries stated that Pakistan will continue to encourage foreign private investment but will attempt to guide it into priority industries involving large amounts of capital and technical know-how.

The total investment can be grouped under four broad industry categories:

Textiles ($270 million—36%), chemicals ($260 million—35%), engineering ($191 million—26%), and miscellaneous ($18 million—3%).

For a detailed breakdown, available on loan, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Britain devises new system to encourage industrial investment

Cash grants to replace former arrangement of tax allowances

The British Government has announced a new system of encouraging industrial investment through payment of cash investment grants instead of the previous system of tax allowances.

The grants will be administered by the Board of Trade. Under the scheme, which will require legislation, cash grants of 20% will be made available for new plant and machinery (excluding vehicles, office equipment and small items) in the manufacturing and extractive industries.

In the new development areas, which replace the previous development districts, the grant will be 40%. There will be no investment allowances or initial allowances on plant and machinery for which a grant is paid. However, industries and equipment, which are excluded from the grant system, will be permitted an initial tax allowance of 30% instead of the existing 10%. Industrial buildings will receive an initial tax allowance of 15%.

Special grants

Special treatment will be accorded to computers and ships. Ships will receive a 20% grant, and the arrangement for free depreciation will continue. A 20% grant will also be available for computers used for all industrial and commercial activities. In the development areas, the same rate of 20% will apply, as ships and computers will not be eligible for the special grants of 40%.

Vehicles and aircraft, which are not eligible for investment grants, will be permitted an initial allowance of 30%.

The United Kingdom has indicated that there would be no discrimination between domestic and foreign products eligible under the new scheme.

Iranian Government limits assembly of motor vehicles

Iran's Ministry of Economy has published a decree prohibiting the issuance of new licenses for motor vehicle assembly for five years.

Only firms currently holding manufacturing licenses or authorizations in principle to manufacture will be allowed to undertake domestic production of automobiles.

The Government has issued licenses for the manufacture of four types of trucks—Leyland, Mercedes-Benz, Mack, and Volvo, and two types of buses—Leyland and Mercedes-Benz. In addition, a license has been given the Rootes Motor Group for the manufacture of Commer ambulances and light transport vehicles.

The assembly of passenger cars will be confined to Ramblers, Hillmans, and either Citroens or Volkswagens. Jeeps and Land Rovers will continue to be produced locally.

The same decree specifies that for five years import duties and taxes on motor vehicles shall not be modified if it adversely affects the interests of motor vehicle manufacturing licenses.

Indian Government devises new export incentive

Under a new Indian Government procedure, export industries will be allowed to retain the entire amount of foreign exchange earned by them through "additional" exports.

A special committee chaired by the Secretary of the Ministry of Industry has been appointed to determine the most appropriate base period for calculating what would constitute additional exports by an individual firm.

Foreign exchange earned in this way may be used only for the importation of raw materials and components by the exporter himself.

MACHINE PARTS

A manufacturer of machined metal parts and stamping tools seeks license to produce automotive air-conditioning equipment, business and copying machines and similar products adaptable to manufacture in its plant.

Write: Products, Inc., (Pty.), Ltd., P.O. Box 128, Industria, Transvaal, South Africa. WTD.

FABRICATED METAL PRODUCTS

A manufacturer of agricultural machinery, materials handling projects including pellets and fabricator of special purpose machine bodies seeks license to produce mechanical handling, agricultural and earth moving equipment.

Write: Presswork and Fabricators, Ltd., 140-146 Brearley St., Birmingham 19, England. WTD.

Mangla Dam project aided by U.S. loan

Pakistan will use U.S. engineering services and equipment to connect the first three generating units of the Mangla Dam project with West Pakistan's high tension grid.

The Mangla Dam is the main installation of a multi-purpose hydroelectric, irrigation and flood control project on the Upper Jhelum River. The project is part of the Indus Basin Development Fund program, a 10-year, multi-nation enterprise administered by the World Bank.

A loan agreement between the Agency for International Development and Pakistan makes available $8.2 million in dollar exchange and partially fulfills the U.S. pledge to Pakistan made in 1964 through the World Bank consortium that coordinates external aid for Pakistan.

U.S. builder

The dam, being built by a U.S. firm at a cost estimated at more than $350 million, will be the largest earth-fill dam in the world. The initial power installations will be three 100-megawatt turbo-generators, the first two scheduled for completion in 1967 and the third for 1968.

The Indus Basin Development Fund is financing the cost of these initial generating facilities, estimated at $70 million but will not cover the cost of constructing transmission lines.

The transmission line project is based on a engineering and feasibility study prepared by Commonwealth Associates, Inc., of Jackson, Mich. Total cost is estimated at $19 million, including the equivalent of $10.8 million in local currency financed by the Pakistani Government. All goods and services financed under the AID loan will be procured in the U.S.

The loan is repayable in dollars over 40 years including a 10-year grace period.

Iceland removes some license requirements

The Government of Iceland has removed import license requirements from selected commodity categories.

These categories include carpets, cottonshirts and cotton underclothing, iron and steel, and lumber, representing approximately 6.8% by value of Iceland's 1964 imports.

With this liberalization 82.5% of Iceland's imports enter free of license or quota restriction.

Export-Import Bank reports 1965 credit assistance for exports totaled estimated $1,400 million

Authorizations included direct dollar loans, guarantees to commercial banks financing exports, insurance

The U.S. balance of payments position benefited from an estimated $1,400 million in 1965 in export credit assistance provided by the Export-Import Bank.

Some $700 million of this total was from collections of principal and interest on outstanding loans. An estimated additional $724.6 million was derived from payments made on exporter credits guaranteed or insured under Eximbank's short and medium term exporter programs.

New authorizations by Eximbank in 1965 to help finance exports amounted to over $1,700 million through 3,157 separate transactions. These authorizations included direct dollar loans, guarantees to commercial banks financing exports, and export credit insurance issued to exporters.

In calendar 1965 Eximbank approved over $680 million of direct dollar loans to borrowers abroad, all of which will be spent in the U.S. Representative of these loans were $24.5 million to the Tokyo Electric Power Company to increase generating capacity; $23.1 million to the Liberian American-Swedish Minerals Company for new iron ore processing equipment; $2.5 million to a Greek cement producer for additional equipment; and $17 million to Brazil for the purchase of diesel locomotives.

In medium term export financing, Eximbank continued to guarantee obligations of foreign buyers when purchased by U.S. commercial banks without recourse to the exporter. Guarantees totaling $347 million went to 67 banks in 1965. The sale of agricultural commodities financed under Eximbank guarantee included $78 million of cotton to Japan and $2.4 million of commodities sold elsewhere overseas.

Valued at $676 million

During 1965, export credit insurance policies valued at $676 million, covering commercial and political risks, were authorized to be issued by the Foreign Credit Insurance Association in partnership with Eximbank. Of this sum, $72 million was insurance against political risks only.

Almost 90% of the insurance authorized in 1965 covered short term credit. FCIA policies have insured payment to exporters on sales of agricultural commodities, industrial products, durable consumer goods and a wide variety of machinery to buyers in all parts of the noncommunist world.

January-December 1965

Credit assistance	Amount authorized (millions)
Direct loans	$ 680.8
Guarantees to commercial banks	347.2
Guarantees to exporters	1.5
Consignment insurance	1.1
FCIA insurance medium term	71.5
FCIA insurance short term	604.4
Total	$1,706.5

Chile to purchase U.S.-made fertilizer

A Chilean Government agency will finance the purchase of about 44,000 tons of U.S.-made fertilizer for direct resale to Chilean farmers and members of cooperatives.

Empresa de Comercio Agricola (ECA), using a $3.6 million Alliance for Progress loan from the Agency for International Development, will purchase triple superphosphate fertilizer needed, to expand agricultural production.

In addition to increasing food supplies, the stepped-up fertilizer program aims to reduce the estimated $150 million which Chile annually spends on food imports.

The cooperatives will assign quantities to selected members. Credits up to 100% of the fertilizer value will be available to an estimated 10,000 farmers.

Chile's program for improving agricultural production also includes more favorable pricing policies, agrarian reform and reforms of the farm credit and marketing systems, and an extension of the cooperative movement.

The fertilizer to be financed under the AID credit is in addition to normal commercial purchases from the U.S. In 1964, triple superphosphate fertilizer imports from the U.S. amounted to about $5 million.

The loan is repayable in dollars over 40 years, including a 10-year grace period, and is guaranteed by the Chilean Government.

Sudan to use U.S. services to improve roads, runways

U.S. equipment and services required to maintain and improve about 3,000 miles of roads and 10 airport runways will be purchased by Sudan.

Machine tools and other equipment for repair shops, graders, dump trucks, rollers, water trucks, loaders, and dozers are among equipment to be financed by a $5.9 million loan authorized by the Agency for International Development.

The U.S. also will provide technical assistance in the proper maintenance and utilization of the equipment and will assist Sudan's Ministry of Public Works in establishing an effective maintenance organization.

Investment study finds that Costa Rica needs machine shop

Textile, automotive industries seen as potential customers

A good investment opportunity for a U.S. firm would be setting up a well equipped machine shop in Costa Rica, according to a recent study by a consulting engineer under contract to the Agency for International Development.

Reportedly, no such shop now exists in Costa Rica and the textile industry, a large user of replacement parts, has to import its needs. Another potential source of parts is the growing automotive industry.

Cost of the proposed project is estimated at $400,000 and an additional $100,000 available for investment during the period the shop is establishing itself is recommended.

The six-page report compiled by the AID engineer analyzes important factors such as necessary equipment, costs, anticipated profits and personnel requirements.

Presently no qualified Costa Rican participant is available for the venture, but the AID engineer can assist in locating such a partner.

In this event, the U.S. firm would have to provide initial management, some capital, probably in the form of machines and equipment, technical know-how and the services of technicians for training purposes.

Write: F. G. James, AID/Industrial Division, American Embassy, San Jose, Costa Rica.

For a copy of the report **write:** Bureau of International Commerce, Office of International Investment, 8620, Department of Commerce, Washington, D.C. 20230.

Venezuelan wants licensing arrangement with paint firm

A Venezuelan firm seeks a licensing arrangement with a U.S. paint manufacturer interested in having its products manufactured in Venezuela.

The local firm, founded in 1962, has been producing primarily industrial and anti-corrosive paints and sells throughout the country.

The company cites a market study showed room for an additional producer of lacquers, varnishes, marine and traffic paints.

Write: Reinco C.A., Calle La Joya, Edificio Urano, Chacao, Caracas (Apartado 5817), Venezuela. WTD.

Investment Assistance

Firms responding to investment opportunities listed in this section may wish to inform the Bureau of International Commerce of their action in order that follow-up assistance can be extended where appropriate. Notification can be by postcard or simply a carbon of the letter addressed to the foreign firm. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by writing BIC-8620, Department of Commerce, Washington, D.C. 20230.

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce, (BIC-8120) Rm. 6059B, Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms wishing to further their own joint venture and licensing interests abroad by calling Area Code 202, WO 7-4065 or by writing BIC-8630, Rm. 1520, Department of Commerce, Washington, D.C. 20230.

MINING EQUIPMENT

A British manufacturer of colliery surface plant, mechanical handling plants, including chutes and conveyors seeks license to manufacture equipment particularly related to the cleaning and preparation of ores.

Write: Norton-Harty Engineering Co., Ltd., Great Bridge, Tipton, Staffordshire, England. WTD.

Honduran plastics firm makes joint venture offer

A new Honduran plastics firm seeks a joint venture with a U.S. investor to produce vinyl plastic (plastisol) for upholstery.

The U.S. partner in the venture is offered a 50% interest in return for financial participation of $125,000. According to the firm there are no competitors for the product in Central America where 90% of total production will be sold. The remaining 10% will be marketed in Honduras. Volume of business during the first year of operation has been estimated at $500,000.

A new plant is now under construction on a two-acre site at the outskirts of San Pedro Sula. It fronts on a paved road which runs to the Caribbean port of Puerto Cortes, a distance of about 20 miles. U.S. machinery has already been purchased and technical assistance is being provided by a U.S. firm.

The firm is reported to have applied for a concession from the Honduran Government under its Industrial Development Law. This permits the importation of raw materials and machinery free of duty for 10 years and grants some exemption from income taxes for five years.

Write: Materiales Industriales en Centro America (MIECA), Apartado Postal 49, San Pedro Sula, Honduras. WTD.

Thailand to study edible oil extraction feasibility

The Government of Thailand has reportedly allotted $90,000 for a study on the feasibility of setting up a plant to extract oil from rice bran.

The oil would be used for cooking purposes and the rice bran residue employed in the manufacture of animal feed.

Write: Prasit Sanguannoi, Director, Bureau of Provincial Administration, Ministry of Interior, Asdang Rd., Bangkok, Thailand.

INDUSTRIAL MACHINERY

A Dutch manufacturer of anchors, flanges and steel structures seeks license to produce any type of machinery for the steel, chemical and petro-chemical industries.

Write: N.V. Koninklijke Nederlandsche Grofsmederij, 66-68 Zuidsingel, Leiden, Netherlands. WTD.

Peru still on upswing

Threat of inflation, stagnant agriculture and fishing industry temper optimism

JOHN L. BARRETT
Commercial Attache
U.S. Embassy, Lima

Business conditions in Peru were very good throughout 1965 and are expected to remain so this year. However, there is concern about the threat of inflation, the future of the fishmeal industry, and low world prices for Peru's agricultural products.

Peru is principally a producer of primary products and its economy is largely responsive to the world market prices for its exports, expanding when prices are high and contracting when they are low. Its economy is based on the export of minerals (mainly copper, lead, zinc, silver, iron ore); agricultural products (cotton, sugar, coffee, wool); and fishmeal.

While the economy will continue its expansion, the rate may not be as high as in preceding years. The fishmeal industry, which accounted for about 30% of Peru's foreign earnings in 1965, has reached and possibly surpassed prudent limits; agriculture, which also contributed about 30%, is not likely to increase its earnings; mineral production, which provides about 40% of Peru's foreign exchange, should continue to do well.

In their extensive travels, the Commercial Attaché and the Commercial Officer, have found marked vigor in the business community throughout the country and a confidence and enthusiasm which augurs well for the future.

The Peruvian gross national product (GNP) in 1965 was an estimated $3.3 billion, an estimated 5% increase in real terms.

Confirmation

While there are few reliable economic indicator series for Peru, those available confirm the expansion which took place in 1965. Projection of their trends forecasts continued expansion for 1966.

Domestic Portland cement sales rose by 28.8% to 1,022,427 metric tons in 1965. Even so, the Government has had to authorize the import of another 10,000 tons.

Electricity consumption in the Greater Lima area advanced 8.6% to a total of 1,273.6 million kilowatt hours. Total Peruvian electric consumption in the first 10 months of 1965 was 8.4% above that for 1964, reaching 3,146.4 million kilowatt hours.

Domestic motor gasoline sales were up 9.9%, to a total of 339 million gallons.

Registered installment sales rose 22.7% in the first 11 months of 1965, implying the growth of provinicial trade. In the Greater Lima area, the rise was 20.7%. while in the provinces the increase was 26.8%.

Peru's total imports zoomed to an all-time high of $729.7 million in 1965, surpassing the previous record of 1964 by $150.2 million—an increase of 25.9%. Exports, however, rose only 0.4% to $669.6 million.

The $60 million balance of payments deficit represented a downward swing of $147 million from the $87.5 million surplus at the end of 1964. A continued surplus of imports over exports will place increasing pressure on the sol.

During the first nine months of 1965, about 43% of total imports were capital goods. This is about the same share as in comparative periods of recent years.

Leading imports

Peru's leading 1964 imports were: machinery and appliances (26%) foodstuffs, fats and oils (16%), vehicles (14%), chemicals and pharmaceuticals (11%), metals and manufactures (10%), textiles and manufactures (5%), fuel and lubricants (4%), wood pulp and paper (3%), others (11%). Generally the

A DRILLING RIG searches for oil at Peru's Parinas Fields. Offshore searching for new deposits continues. Peru supplies most of its basic petroleum needs, but demand is growing faster than supplies.

THIS SMALL POWER STATION supplies a Cerro de Pasco Corp. zinc plant. The bright outlook for Peru's mining industry indicates that it will remain one of the mainstays of the national economy.

same orders of magnitude may be expected for 1966.

Peru's principal trading partner is the United States, which in the first 9 months of 1965 sold Peru almost 39.7% of its imports and bought about 33% of its exports. Canada and Japan increased their share of the market notably.

While the U.S. share of the Peruvian imports dropped a full percentage point in 1965, for the first nine months of 1965 the value of Peruvian imports from the United States rose 17.9%.

U.S. exports to Peru are expected to rise from 5 to 10% in value during 1966, while the U.S. share of the market should remain close to 40%.

Peruvian exports to the United States should maintain the same level of recent years.

The outlook for sales of U.S. manufactured goods is especially bright for agricultural machinery and equipment, road building and construction equipment, industrial machinery, lubricating oils and greases, industrial chemicals, modern housing materials and fixtures, automotive repair and maintenance equipment, food processing machinery, and equipment for fishing, navigation, and marine safety.

Among agricultural products, wheat, rice, vegetable oil, dairy products, fresh apples and pears, breeding stock, and white hog grease should do well.

Commercial banks expanded their credit by about 19.5% during 1965, compared with an average of 12% for past years. Private domestic credit will be tight in 1966. To ease the monetary impact of Government borrowing, the Central Bank late last year increased marginal reserve requirements to 100%

The Bank of America is scheduled to open a Lima branch in March. This will be the third American bank in Lima, as the First National City Bank of New York has long been established there and the Chase Manhattan Bank bought a controlling interest in Banco Continental in 1965.

Manufacturing is the fastest growing sector in Peru and offers American companies very good opportunities for exports, licensing, joint ventures and investment.

With rising incomes, the domestic market is growing. There is a strong demand for all kinds of consumer goods, many of which are now imported. The Peruvian Government's policies encourage the development of domestic industries to produce these goods. This gives a market for U.S. companies to export manufacturing machinery, equipment and know-how.

Food processing is the leading manufacturing industry. Diversification of processing has good potential, with emphasis on good containers and packaging.

Next in importance are textiles, which will see the continued expansion and modernization of plants, including those for the production of synthetics. There is a large field for production of women's and girl's ready-to-wear clothing.

The chemical industry is still in an early developmental stage, and will continue to expand. As growth has not kept up to demand, imports should continue to rise. There is a good field for joint ventures and licensing, as well as direct sales of raw materials. Chief imports are basic chemicals, pharmaceuticals, dyes, essential oils, perfumes and cosmetics. Fertilizers are still in short supply.

With the increase of automobile assembly plants, there should be an expanding opportunity for the sale of machinery and equipment to local plants making automobile components and accessories.

The construction boom offers good prospects for the continued sales of home furnishings and appliances, as well as for machinery to produce these items locally. There is a broad market for plumbing fittings, which could lead to an expansion in the casting industry.

Highest since 1960

On the basis of annual averages, 1965 will show the highest year-to-year increase in prices since 1960 was established as the base year. From 1960 to 1963 prices advanced on an average of 6% a year. In 1964 prices rose almost 10% and in 1965 the increase was on the order of 16%.

While the cost of living index is admittedly a very crude indicator of changes in production costs, it is clear that increasing pressures will be placed on the exchange rate as domestic prices continue up, raising production costs.

Peru is the world's leading fishing nation, with a catch of over 8 million metric tons of anchoveta in both 1964 and 1965.

The 1965-66 anchoveta fishing season opened very poorly in September, with a catch of only 80,494 metric tons. October continued low with 217,545 tons; November was poor until the middle of the month, which ended with a catch of 661,135 tons. It was not until December that a very high catch was obtained—an estimated 1.1 million tons.

In addition to the slow start, serious concern has arisen over the high percentage of immature fish in the January catches. This could signal grave consequences for the future of the industry. The Peruvian Government is studying recommendations which would limit fishing to nine months a year and the annual catch to seven million tons.

The reduced catches kept 1965 fishmeal production substantially below the

high of 1964, but above the 1963 level.

The rise of the fishmeal industry has encouraged the development of a number of related industries producing supplies and equipment for the fishing fleets and plants. As a substantial number of plants are under-capitalized and over-extended, a serious drop in production or a prolonged closed season could cause serious problems for this very important industry, which last year was responsible for almost one third of Peru's export earnings.

The outlook for the mining industry, another mainstay of the Peruvian economy, remains very good. Production and export earnings for 1966 are expected to equal or surpass 1965.

A number of important mining companies are expected to continue investment activities designed to increase production or improve facilities. Decisions which could result in at least $500 million in foreign private investment in Peru's mining and petroleum industries will be under study in 1966.

There is still no settlement of the long-standing dispute between the Peruvian Government and the International Petroleum Company (Standard Oil Company of New Jersey) over the La Brea y Parinas holdings.

Crude petroleum accounts for about 20% of the total value of mineral production. The industry supplies nearly all of Peru's requirements for petroleum products from indigenous crude. While production has expanded about 3% a year, consumption has risen about 10% a year and this ratio may be expected to continue in 1966. Exploration is continuing, including off-shore drilling which has brought in two producing wells.

Standard Oil Company of California increased its equity in the Conchan Refinery outside Lima from 35% to 50%.

Peruvian agricultural imports may increase in value this year. Tanguis and Pima cotton crops will be better than in 1965, but will nevertheless be below normal in quantity and value. Exports last year were about equal to 1964, but export earnings are expected to drop by about 10% in 1966.

Agriculture is relatively stagnant, due to low yields, poor transportation, limited arable land, and inefficient land ownership in some areas. The Government has a program to correct or ameliorate some of these conditions through land reform, irrigation, road building, and the wider use of agricultural credits. As this program becomes more effective it will offer continuing opportunities for the sale of agricultural machinery and road building equipment.

Uruguay's monetary reform, import restrictions produce trade surplus, but inflation picks up momentum

U.S. share of Uruguayan import market dipped to 13.8%; cost of living made record monthly jump during December

Stimulated by last October's exchange rate reform, Uruguayan exports reached $58.6 million during the fourth quarter (compared with $41.1 million during the preceding quarter and $40.9 million in fourth quarter 1964). About 30.7% of the year's exports were shipped during the last quarter, with 22.3% in the month of December alone.

Total exports for 1965 were $191.1 million and imports amounted to $150.7 million, leaving a trade surplus of $40.4 million. This compares with a deficit of $19 million in 1964, and is the first surplus realized since 1958 and the highest since 1953. Exports reached their highest level since 1956, but imports sagged to the lowest figure since 1946.

For the first 10 months of the year the U.S. share of Uruguay's imports was 13.8%. This is down slightly from 15.4% in 1964. On the other hand, U.S. purchases of total Uruguayan exports increased from 8.2% in 1964 to 17.8% in the first 10 months of 1965.

The single product responsible for the $12.2 million increase in exports over 1964 was greasy wool. While exports of meat and derivatives declined from $74.3 million to $61 million, and wool tops and textiles fell from $36.7 million to $25 million, greasy wool exports zoomed from $28.3 million to $61 million. The only other export category showing a significant increase was unprocessed food products, up from $3.4 million to $8.3 million.

Devaluation helped

The great increase in greasy wool exports in 1965 is probably due to the late export of the 1964 clip and early export of the 1965 clip, both stimulated by devaluations in the official Bank of the Republic (BOR) exchange rate for exports.

Total wool exports during the first quarter of 1965-66 clip year (October 1 through December 31, 1965) represent an increase of 113% over the same period of 1964, and 46% higher than average exports during the same period of the last five years (1960-64).

Much of the reduction in wool tops exports was due to the closing of the firm, CUOPAR, which had been one of Uruguay's leading tops exporters in 1964. The decline in meat exports reflected the effects of last summer's drought.

The import regulations decreed by the Government on October 18 remained in effect through the rest of the fourth quarter. Imports were closed except for

THIS PLACID LOOKING meat packing plant near Montevideo is deceptive, because Uruguay's meat packing industry is operating at full tilt, and looking for foreign markets to buy up the surplus.

WOOL DONATED by these fellows was the chief factor in Uruguay's first trade surplus since 1958.

some items in the zero and 30% surcharge categories and other items which fall into special categories.

Although the prohibition of imports of 115 items in the zero and 30% surcharge categories was originally to last only 30 days, it has been extended each month for an additional 30 days. This import policy has effectively limited opportunities for sales in Uruguay, except for certain necessary articles and raw materials, and for capital goods when the importer has obtained at least a three-year credit abroad.

The BOR made a concession to manufacturers in January by approving changes in some prior deposit requirements for importers. The deposit of 100% of c.i.f. value decreed in October was reduced to 50% on raw materials, construction materials, and motor vehicle replacement parts for use by public transportation companies; and the period during which the Bank will repay the deposits was reduced from eight to six months. These modifications give importers slightly more liquidity for the purchase of essential goods.

Efforts to consolidate and arrange repayment terms for the Bank's debts were the order of the day during the fourth quarter. Refinancing agreements on short-term foreign debts were signed and gold transported to New York and Montreal to secure new loans.

A December agreement between the BOR and domestic banks and importers provides for eventual payment for foreign exchange cover to importers. In cases where the importers have not paid their suppliers, the private banks involved will deposit the peso equivalent of the foreign exchange credits in four monthly installments beginning in February.

If a Uruguayan private bank advanced importers the foreign exchange required to pay their suppliers, the BOR will reimburse the bank over a period of 7½ years.

In cases where importers have paid their suppliers with currency obtained from other sources, the BOR will pay the importers the difference between the rate of exchange applicable to each transaction and the closing interbank market rate on December 10, 1965 (65.10). Payment will be made in bonds maturing semi-annually over five years and bearing 5% interest.

Peso improves, then weakens

The peso showed a tendency toward stability in the fourth quarter, strengthening from 69-70 to the dollar at the end of September to around 60 during November and weakening again to 68 by December 31 (all figures are interbank market buying rates). Based on monthly average figures the peso-dollar exchange rate actually strengthened 6.9% during the fourth quarter. The net currency devaluation during 1965 was 65.1% in the interbank market and 69% in the BOR, an average of 67%.

Uruguayan manufacturers faced an increasingly difficult situation, as import restrictions, prior deposit requirements, and currency devaluations increased raw material costs. At the same time, the increases in the cost of living—pursued but not equalled by wage increases—reduced domestic purchasing power.

Sales of such "luxury" items as appliances fell off and were reflected in production levels. Appliance manufacturers reportedly reduced production 30% during the fourth quarter. However, only one factory, a Volkswagen assembly plant employing 70, has been forced to close.

Excess meat

Some expansion in meat processing activity took place as Charles A. Sayous of New York opened a new plant in Rocha and the local firm EFCSA took over the plant of a defunct company and increased its production. As slaughtering exceeded existing market demand, which has been substanially reduced by a nationwide prohibition of beef sales on three days of the week, a group of private processing companies sent representatives to Spain in January, and are now negotiating a potentially large meat sale to that country.

Cement production increased about 4% during 1965, compared with a 13% increase in 1964. Virtually all of the increase was exported, however, leaving domestic consumption at the same level as in 1964. The construction industry maintained 1964's low level, with most activity in small projects.

A notable increase in the volume of trading of corporation stocks occurred in 1965, especially toward the end of the year, with significant increases in quoted prices. The most likely causes of this activity are general inflation and the probability that corporate stocks come closer to keeping pace with inflation than other forms of investment.

Other than wool, the chief agricultural items exported during the first 10 months of the year were wheat and linseed oil. Following a potato shortage which raised prices early in the year, a bumper crop appeared on the market in December and drove prices back down. Negotiations have been underway to export most of the surplus, but Uruguay will probably import again during the off-season.

The cost of living continued its steady increase during the fourth quarter. According to the Finance Ministry's index the total increase during the fourth quarter was 26.2%—the highest quarterly increase on record. The 12.6% increase during December also established a new monthly record. The total increase in the cost of living during 1965 was 88%, compared with 35.4% during 1964.

Chile's inflation curbed

However, economic gains are limited by strikes in several key industries

The Frei administration's success in holding inflation in Chile to 25.9% during 1965 is the salient economic highlight of the year. This success was offset, however, by costly wildcat strikes in the copper industry that resulted in a loss of $54 million in copper production.

A cement strike caused a slowdown in the construction industry during part of the fourth quarter and led to imports of cement. Credit remained tight, but businessmen reported strong sales in most lines during the quarter.

Progress on many of the Administration's proposals, such as the Copper Bill, has been slow. However, the proposal to establish a Ministry of Housing was approved. The new Ministry, reflecting increased Chilean concern over the availability of adequate housing, will supervise the efforts of Government entities engaged in financing low-cost housing and in promoting urban improvement.

New Administration bills sent to Congress in the fourth quarter included the long-awaited Agrarian Reform Bill, a complicated proposal affecting the tenure of rural land and existing water rights.

The bill calls for a farm acreage limitation that will vary according to the efficiency with which the farms are worked. The more efficient the farm, the larger the acreage permitted. Farm holdings in excess of the acreage limitation could be expropriated on the order of a National Agrarian Council, subject to review by special courts.

Compensation for property taken would vary according to the reason for the expropriation, and cash payment would normally vary from 1% to 33% (100% in some cases), with the remainder payable in 5-year or 25-year bonds that would be adjusted according to changes in the wholesale price index.

Family farm units

Expropriated property would be reassigned to qualified farm workers in plots considered to be economical family farm units. The bill has aroused considerable opposition among landowners and is expected to have a lengthy passage through Congress that may substantially change its final form.

The fiscal 1966 budget of $62 million on current account and $88 million on capital account was signed into law at the end of December. The Administration's position was sustained handily in the lower house, where the President's party has an absolute majority; but the government suffered some setbacks at the hands of the Senate, which refused to approve appropriations for the National Planning Office and for local government.

Also deleted by the Senate were some appropriations for the Copper Department that will curtail its role in making copper agreements until the Administration can achieve its objectives through other legislation.

Throughout the year the Frei administration had proclaimed that containment of inflationary pressures was basic to achievement of its social and economic goals, and its avowed goal was to hold the increase in the cost of living to 25% in 1965. The increase of only 25.9% in the official consumer price index constitutes a major victory for the Administration. Living costs had risen 38.4% in 1964.

Important aspects of the Administration's price policies for 1966 have been submitted to Congress. It hopes to hold 1966 price increases on primary necessities to 13% above the December 1965 level. Price controls are planned at both the wholesale and retail levels, and increases within the 13% limit are subject to individual authorization by the Ministry of Economy. Price increases for agricultural products on the average are expected to be held at 18%, which is in line with the Government's efforts to improve agricultural prices relative to the rest of the economy.

The Administration's pending Wage Readjustment Bill has the 1965 increase in consumer prices of 25.9% as its key determinant. The bill states that pay scales for civil service employees will be readjusted by amounts ranging from an increase of 15% for persons earning more that five times the minimum wage to a maximum increase of 25.9% for persons earning the minimum wage. The bill also applies to wages paid in the private sector and stipulates that only persons earning less than three times the minimum wage may receive the maximum allowable increase of 25.9%.

More money

Preliminary data indicate that the money supply expanded by 65% during 1965, considerably exceeding the 1964 increase of 51%. Total means of payment (private demand deposits and notes outside banks) rose from 1.13 billion escudos to 1.86 billion escudos during the year. Loans granted by the banking system rose to 1.7 billion escudos, for an expansion of 39% in bank credit.

Nevertheless, restrictions in commer-

THIS POWER STATION in the Chilean Andes is part of the nation's growing electrical grid. Electricity's increasing role was reflected in the recent formation of a national telecommunications enterprise.

cial credit were felt throughout the business community during the quarter. Suppliers' credits, however, appear to have been adequate during the quarter, although most suppliers have announced that credit terms during 1966 will have to be shortened because of restrictions imposed on commercial banks.

The Central Bank estimates that Chile's exports increased from $442 million in 1964 to $525 million in 1965, for an increase of $83 million, or 18.8%. Imports grew from $356 million to $418 million in the same period, for an increase of $62 million, or 17.4% (exchange remittances for imports do not include the considerable amount of imports on a deferred payment basis and hence do not fully state the total amount of Chilean imports).

Exports of copper improved by $73 million during 1965, largely due to improved prices. However, agricultural and fisheries exports declined by $2 million.

Provisional Central Bank data indicate that the international reserve and payments position at the end of 1965 was the strongest since 1959. The improved situation was caused primarily by increased exchange returns from copper exports by the large mining companies. Based upon foreign exchange movements, the Bank gained $58 million in reserves.

With the reduction in commercial arrears, the Bank's net adjusted reserve position improved by $77 million, compared with a loss of $3 million in net adjusted reserves last year.

Payments delays outstanding to the United States as of November 30 stood at $17.7 million, down $3.4 million since the end of 1964.

The improved reserve position permitted the Central Bank to announce in January that the minimum waiting period for exchange cover was being reduced from 120 days to 110 days, from the date of issuance of the bill of lading.

The Chilean escudo continued to depreciate in terms of the dollar during the course of 1965, and the average depreciation for all buying rates was 25%.

Sweeping tariff changes

The Administration asked Congress to authorize sweeping changes in the Chilean tariff structure, including adoption of the Brussels Tariff Nomenclature and conversion of present rates to an ad valorem basis. The conversion would not imply an appreciable increase or reduction in the incidence of custom charges. Two other bills aimed at improving Chilean Customs administration were also presented to Congress.

There was no dip in demand for retail goods during the Christmas season despite the Government's refusal to grant the customary year-end bonuses to civil service workers and the announced scaling down of the annual cost-of-living adjustment for all but the lowest income employees. Marginal stores and sidewalk stands evidently did worse than expected, but sales among the well-established stores tended to be good. Many stores reported higher sales than last year and agreed that consumer demand continued to be strong.

Sales were highest in popular-priced necessities and inexpensive luxuries such as low and medium priced cosmetics, casual clothing, light housewares, footwear, and low and medium priced appliances. Sales of expensive cosmetics, liquors, carpets, and heavy appliances and furniture were sluggish. Food sales in Santiago supermarkets have been increasing, and expansion in the food chains is planned.

The consensus is that the consumer market is expanding, and many manufacturers are adding to their capacity for the coming year.

Summer weather brought increased construction activity despite strikes in the steel and cement industries. Public construction accounts for a major proportion of building activity, and most of the increase continued to be in light prefabricated housing. Construction of luxury buildings has declined sharply.

President Frei has disclosed that discussions are underway for the construction of two new cellulose plants—one at Constitucion and the other in the Concepcion-Arauco area. The President also announced the formation of a national telecommunications enterprise (Empresa Nacional Telecommunicaciones) which he said would provide channels that would permit "the transmission of television throughout the country." Chile presently has only three television stations, two in Santiago and one in Valparaiso.

A law designed to protect investors and to strengthen controls over the activities of firms dealing in securities was enacted in December. It limits the sale and issue of shares, preferred stocks, bonds, and debentures, to firms duly authorized to engage in such capital-raising activities.

GETTING TO THE BOTTOM of things in Chile: you could fit football stadiums into some of Chile's larger copper pits. This is the Anaconda subsidiary's pit at Chuquicamata, the world's largest. Recent legislation has opened the way for new investments to make it even bigger. (Pan Amer. Union.)

Anaconda investment okayed

The Senate approved the last of the Presidential additive vetoes to the Copper Bill in January. The legislation provides a basis for the subsidiaries of Anaconda Mining Company to proceed with its plans for investment and increased production at the Chuquicamata and El Salvador mining properties.

Implementation of the agreements with Cerro Corporation and Kennecott Mining will have to await action on riders added to the Administration's wage bill. This delay arises from the Senate's rejection of two additive vetoes to the copper bill which would have reduced taxes for the proposed mixed companies and would have granted them certain tax and duty

privileges. The Senate also declined to grant the Government authority to issue investment guarantees to these companies.

The Government also announced a five-year plan to increase annual output from the medium and smaller copper mines from 100,000 metric tons to 220,000 metric tons. The increase would be fostered through reforms in the present Mining Code designed to reactivate dormant mining properties and through the granting of economic and technical assistance to the small miner.

Preparations are being completed for a superphosphate manufacturing industry in Chile. Preliminary indications are that a plant with a capacity of 120,000 tons per year will be installed in the San Antonio area. Raw material is to be partly provided by importing phosphate rock. The estimated cost of the installation is $10 million.

The 1965-66 grain crop has been unofficially estimated at about 10% less than the 1964-65 crop, primarily due to the reduced acreage of winter wheat that resulted from adverse weather conditions. Meat production is also expected to show a slight decline, but the production of fruit should be somewhat larger than the previous year.

A meat shortage appeared in the latter part of 1965, and to alleviate it Chile imported 10,000 metric tons of beef and 3,000 metric tons of poultry. Unofficial estimates for 1966 place the deficit in wheat at 400,000 metric tons, the deficit in dairy products at about 30,000 metric tons, and the deficit in cattle a tabout 50,000 head.

The return of the anchovetas to the coast of Chile in December may end the prolonged period of raw material scarcity in the Chilean fishmeal industry, which exports the bulk of its production and is an important earner of foreign exchange. The extent to which the fish continue to return and the extent to which the fishing industry responds to the opportunity will be significant to the Chilean economy—especially in northern Chile, where the fishing and fishmeal industries are concentrated.

Aviation was highlighted in the quarter by arrangements for expanded service on the air route between the U.S. West Coast and Chile, by the introduction of measures making air travel in Chile more expensive and less attractive, and by the announcement that LAN, the Chilean airline, plans to procure more aircraft.

Railway rates were raised again by substantial amounts in the fourth quarter. The new passenger rates were raised by 50%, freight rates went up a minimum of 35%—with selected increases ranging up to 80%. The rates are designed to assist in eliminating deficits in railway operations over a four-year period and to promote a more efficient regional distribution of products.

PLANNED VILLAGE of El Salvador takes shape in the Andean foothills. A newly-formed Housing Ministry will try to promote adequate housing for all Chileans. Public construction projects account for a major share of buiding activity, and are concentrated in light, prefabricated housing similar to the above.

Improved highway connections between Chile and Argentina were planned in meetings between the two governments during the quarter, and it is anticipated that by 1969 modern paved highways will speed road travel between the countries.

Unemployment in Santiago was reported to be 4.7% at the end of 1965, contrasted with the 5.9% rate reported in September. Despite the gains in employment, there are signs of discontent within organized labor over the Government's policy of holding wage increases to no more than the rise in the cost of living. The fourth quarter saw a number of costly strikes in the steel, construction, cement, copper, and other industries.

Wildcat strike

The most serious strike took place in the copper mines. The three largest mines in Chile, which normally turn out more than 80% of the country's production, were hit by a wildcat walkout that lasted from the end of October to the beginning of December. The workers said that the strike, which is estimated to have resulted in a production loss of $54 million, was an attempt to obtain greater benefits in the Administration's copper bill that was being legislated.

Chile's largest cement producer was also struck at the end of October, when contract renewal negotiations broke down. The Government ordered military intervention and operation of the facilities in December, when it became evident that the construction industry was being hamstrung by a lack of cement.

An $80 million AID loan to Chile was announced on February 14. The loan will finance imports from the U.S. in support of Chilean development projects.

Discussions between AID and Chilean officials continued concerning a $3.6 million loan for the importation of triple phosphate fertilizer from the United States. The fertilizer would be distributed to farm cooperatives and is part of an overall program to increase Chilean agricultural production.

The Inter-American Development Bank announced four credits to Chile during the quarter. The largest, for $15.5 million, was for the improvement of water supply systems in Chilean cities. Another, for $8 million, went to CORFO (the Chilean Development Agency) for relending to small and medium sized industries. The others were for the construction and furnishing of buildings for the University of Concepcion and for a private land reform agency assisting rural cooperatives in the production and marketing of agricultural products.

The Ford Foundation announced a grant of $1.5 million to assist in the program of collaboration between the Universities of California and Chile.

Colombia should rebound

Harsh 1965 left some businessmen groggy, but economy appears basically sound

By GEORGE A. ELLSWORTH
Commercial attache,
U.S. Embassy, Bogota

The year 1966 will probably be remembered as a period when the resilience and recuperative powers of Colombia's economy were put to one of their most severe tests. The harsh experience of 1965 left many businessmen in a somewhat dazed condition, but the economy appears basically sound and should grow stronger in the coming year, if the results of the upcoming elections don't produce any radical changes in economic policy.

Colombia experienced a drastic reduction in registered imports during 1965, and credit was extremely tight. These conditions were accompanied by a vigorous attack on the basic monetary and fiscal problems of the country, which included a partial devaluation from a nine-peso import dollar to 13.50 for most imports.

International lenders assured

The reforms helped Colombia in concluding agreements with the International Monetary Fund, the Agency for International Development, and other leading international lenders. The IMF and the U.S. will provide balance of payments and development assistance in the form of a $36.5 million stand-by loan, the postponement of $48 million in repayments to Colombia by the IMF and a $102.5 million Alliance for Progress loan. Additional resources will be furnished by the World Bank and from European countries.

In an effort to end the problem which had virtually stagnated new petroleum investment for the past three years, the Colombian Government established new ground rules for assessing petroleum taxes. Thus, Colombia appears to be entering 1966 with an official psychology aimed at solving the nation's problems through self-help and restoring the investment climate to its past attractiveness.

The Ministers of Finance and Development and the Superintendent of Foreign Trade have assured the writer that the Government realizes the urgency of the national economic situation and will push all relevant policies and programs with maximum force.

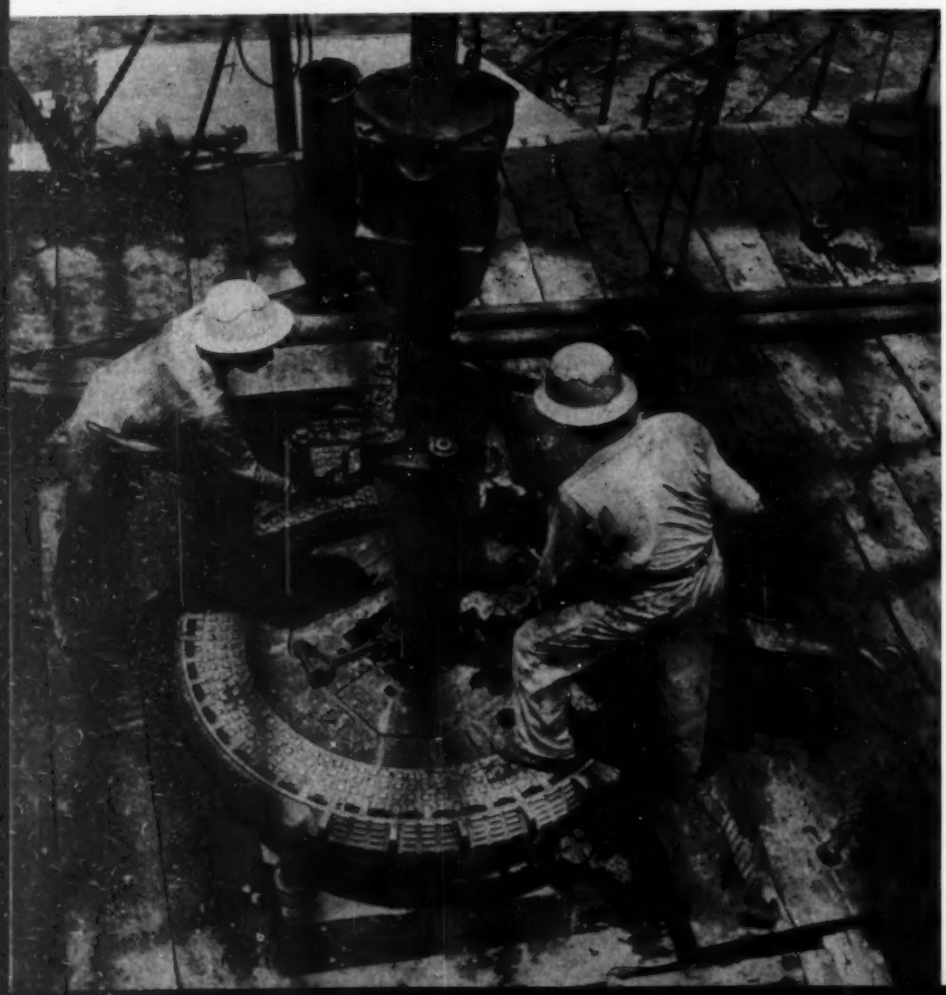
An import target of at least $45 million per month has been set, and a $65 million AID loan should be a substantial help in keeping imports at the desired level. The AID funds will be used to finance imports of some 200 commodities from the U.S., and will be administered under a new simplified notification system rather than the traditional "prior notice" method. The new system is expected to bring about a much more rapid utilization of the loan. A trade list of Colombian importers of these 200 products may be obtained from the Office of Small Business, Agency for International Development, Washington, D.C. 20523.

While taking steps to normalize the nation's imports, the Government also introduced fundamental and far-reaching changes in its import policy. As a basic component of its agreements with the IMF and AID, Colombia placed the majority of its imports on the "intermediate" exchange rate and transferred a major portion of its imports (by value) to the free list which requires no import licensing, and is gradually eliminating prior import deposits.

Realistic costs

These actions should insure realistic import costs and avoid the distortions which have resulted in uneconomic imports in recent years.

The liberalization of imports assures continued equitable entry of U.S. goods into Colombia. The problem of import entry seriously affected U.S.-Colombian relations in 1964, but was resolved in 1965 when the Colombian Government



DRILLING TEAM at this Colombian oil rig tries to bring in another well. Revised petroleum taxes are expected to stimulate new petroleum investments, which have been stagnant for the past three years.

ceased its practice of restricting certain imports from the U.S. in favor of competitive items from countries having special bilateral trade agreements with Colombia.

Although U.S. exports to Colombia dropped considerably during 1965, this was due to an overall import decline rather than any discrimination against U.S. goods.

Thus, U.S. exporters to Colombia can expect greatly improved conditions through import liberalization and the availability of preferential AID financing for a substantial number of items.

The dismantling of quantitative restrictions has reached 40-45% by value of registered imports and now covers some 415 items, including a number of products competitive with local industry. However the Government has stated that it will continue to protect domestic industries, and has promised to increase the tariff on a number of the decontrolled headings. In fact, the policy seems to be tending in the direction of abolishing arbitrary controls and introducing tariff adjustments to protect local producers.

There had been some concern about the ability of the balance of payments to withstand the pressures created by the liberalization program. However, in addition to the tariff measures, continuing limitations on credit should act as a further deterrent to any serious extravagance in imports.

Some economists computed a 13% increase in the means of payment in 1965, based on a growth rate of 6% and a general price increase of 7%. Hopefully, a major part of this increase went to the private sector, because the level will undoubtedly have a strong influence on the attitudes of investors and international lenders considering transactions in Colombia. The availability of local credit is always a major problem with the two groups.

The non-inflationary generation of local credit and currency resources could be boosted by substantial rises in so-called minor exports of products other than coffee and petroleum.

Shifts emphasis

The import liberalization program should assure Colombia of steady and reasonable imports of raw materials and equipment. This should bring about improved efficiency in production, with a consequent lowering of export prices. The Government can be expected to devote special attention to the needs of export industries, shifting from its past emphasis on import substitution.

Thus, Colombian economic and commercial prospects for 1966 are very good, with businessmen looking forward to diminishing official restriction of their activities. Confidence of international, U.S. and private lending sources should also be restored to a high level. The Eximbank, the private banking community and the consultative group headed by the World Bank have all revived their interest in the country and expect to make substantial advances in credit lines and project loans.

The new administration that is scheduled to take over at mid-year should inherit a country on the move.

African markets

A comprehensive study of the market potential for 34 industrial commodities in 13 West African states and Malagasy has been published in the January 22, 1966 issue of *Marche Tropicaux et Mediterraneens,* an authoritative weekly magazine issued in Paris dealing with African economic and commercial affairs.

The special 227-page publication supplies relevant export and import statistics which should be useful to American traders and potential investors in any of these 14 African states.

Write: Marche Tropicaux et Mediterraneens, 190 Boulevard Haussmann, Paris 8e, France, for 25 francs (about $5 per copy).

Mexican loan boosts Central American Bank's import procurement funds

The Bank of Mexico recently extended a $5 million industrial loan to the Central American Bank for Economic Integration (CABEI) and offered to subscribe to a proposed $1 million CABEI bond issue. This $6 million credit increases CABEI resources for industrial relending to approximately $37 million.

The loan, in U.S. dollars, carries an annual interest rate of 6% on disbursements to finance non-Mexican procurement and 5% on financing of Mexican procurement. At least 70% of the goods and services financed under this loan must be of Mexican origin.

The bonds, which CABEI plans to issue in April, will carry a 3% coupon. There are no restrictions on procurement financed with the proceeds of the bond sale.

Women as traders play leading role in Togo economy

'Market women' control about 55% of African nation's business

A major portion of commercial activities in Togo is in the hands of women, who control about 55% of all trade activity.

The "market women" not only control the interior trade of Togo but some of the leading business women have entered the importing field by ordering directly from overseas. Their trading transactions include all local and imported articles, except heavy machinery, tools, and building materials. Their imported articles range from textiles, wearing apparel and enamel wares, to prefumes and cosmetics. Local trade products include foodstuffs, locally made pottery and firewood.

Between the importer (usually a large expatriate commercial house) and the consumer are the wholesalers, semi-wholesalers or the middle-women and finally the retailers. Prices and rates of exchange experience striking fluctuations as business conditions change in the commercialization of merchandise handled by the women. Their concerted and individual actions determine prices in the market.

For example, they can agree to hold up certain goods to be released at higher prices which allow them a larger margin of profit, or force an importing firm to lower the price of certain types of goods by boycotting such goods. Few people excel the shrewd Togo market women in the practice of the economic law of supply and demand or the law of scarcity.

Buying and selling on credit and paying by the installment system are fundamental to their mode of operations.

The market women's commercial activities bring consumer products, foodstuffs, and fuel to every corner of Togo, and probably exceed in volume the total transactions of all Togolese commercial firms combined.

A report on the activities of Togo's formidable mammy traders or market women prepared by local employees of the U.S. Embassy in Lome, Togo, is available on loan from the Africa Division, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Honduras requests bids on three highway jobs

The Director General of Highways in the Office of the Ministry of Communications and Public Works, Tegucigalpa, invites sealed proposals for three highway construction projects, which will be opened at 10 a.m., Honduras time, March 31.

Only proposals of prequalified bidders will be accepted. A plan and equipment questionnaire on forms supplied by the Directorate General of Highways is required. Proposals on these forms must comply with the terms and conditions in the contract documents. A guarantee for 5% of the total bid must accompany each tender in the form and manner specified.

The Government of Honduras has entered into Agreements with the International Development Association, the International Bank for Reconstruction and Development and the Inter-American Development Bank for loans in various currencies to finance the foreign exchange costs and part of the costs in local currency of the North Road Construction Project, of which this contract will form a part.

Contract No. 66-P302 is for the construction of Section 2B of the North Road project between Rio del Hombre and Zambrano in the Department of Francisco Morazan, about 6 miles. Approximate quantities of the principal items of work are excavation (unclassified) 392,400 cubic yards, sub-base and aggregate base each 24,000 cubic yards; structural concrete 393 cubic yards; and double asphaltic surface treatment 96,000 square yards. Copies of the plans, specifications, and contract documents are available for $50 from the Office of the Director General of Highways, Tegucigalpa, D.C., Honduras.

Contract No. 66-P301 is for the construction of Section 2A of the North Road Project between Zambrano and Comayagua in the Departments of Francisco Morazan and Comayagua, about 30 miles. Approximate quantities of the principal items of work are excavation (unclassified) 2.2 million cubic yards, subbase 111,180 cubic yards, aggregate base 36,000 cubic yards, structural concrete 4,578 cubic yards, and double asphaltic surface treatment 455,676 square yards. Copies of this project, plans, specifications and contract documents, are available for $100 from the Office of The Director General of Highways, Tegucigalpa, D.C., Honduras.

Contract No. 66-P303 is for the construction of the Ulua River bridge and approaches at Pimienta, about 1.2 miles, as a portion of the North Road project. The bridge itself is almost 214 yards long and the approximate quantities of the principal grading and surfacing items are excavation (unclassified) 104,640 cubic yards, and double asphaltic surface treatment 19,136 square yards. Copies of the plans, specifications and contract documents may be obtained for $50 from the Office of the Director General of Highways.

The work to be done under the above listed contracts shall be started on the date specified in the notice to proceed. All work is to be completed within 850 calendar days after such date and consists of furnishing all plant, labor, materials and equipment, and performing all work in strict accordance with the specifications, schedules and drawings.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: 272-6331.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts. Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, 505 Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

CHARLESTON, S. C., 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone: 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4450.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-7287.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: FRanklin 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3277.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, Federal Bldg., 300 Booth St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: 583-5615.

$1.2 million school planned by Kuwait open to U.S. bidders through Kuwaiti contractors

The Kuwait Central Tenders Board on behalf of the Ministry of Public Works has issued tender No. QS/T-65/89 for the construction of a $1.2 million (estimated cost) girls' primary school in East Ahmadi.

Bid deadline is March 16. All bids must be submitted through one of the local Kuwait contractors registered with the Kuwait Central Tenders Board in categories II and III, construction works and buildings only. A bank guarantee of U.S. $58,800 is required with each bid submitted. Tender documents are available for $228 from the Board.

A list of the approved Kuwaiti contractors, categories I through IV, may be obtained from the Department of Commerce, Building Materials & Construction Industries Division, Rm. 4014, Washington, D.C. 20230.

India extends bid deadline on race tunnel construction

The Chief Engineer, Koyna, India, has again extended the bid deadline on the construction of the head race tunnel and the tail race tunnel which are part of the water conduit system of the Koyna Hydroelectric Project Stage III from Jan. 17 to March 16. (INTERNATIONAL COMMERCE, Dec. 27, 1965, p. 31).

Previous contract terms and conditions remain unchanged. Documents are available to interested firms up to March 10 for $31.50 (nonrefundable) each from the Chief Engineer, P.O. Box Koyna, District Satara.

Ethiopian Building Centre seeks display literature on building materials, tools

The Director of the Information Section of the Building Centre in Addis Ababa requests catalogs and other sales literature for display at the Centre from U.S. suppliers of building materials and hardware, tools, and other associated equipment. Particular interest is for literature on school, hospital, and other specialized built-in equipment.

The Centre will be associated with the Building School of Haile Selassie I University. The Director hopes that the Centre, initially through its affiliation with the University, and later by its own merits, will become the customary reference point for builders and contractors throughout Ethiopia.

It is requested that two sets of material, clearly marked in a way that will identify it as pertaining to the Building Centre, be mailed to: The Commercial Officer, American Embassy, APO New York City 09319. The Embassy will keep one set to display in the library of its own Business Information Center; it will transmit the other set to the Building Centre.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated January.

Boots and Shoes—Importers and Dealers—Hong Kong.

Business Firms—Upper Volta.

Chemicals—Importers and Dealers—Algeria.

Fertilizers—Imports, Dealers, Manufacturers, and Exporters—Argentina.

Fertilizers—Importers, Dealers, Manufacturers and Exporters—Sweden.

Glass and Glassware—Importers, Dealers and Manufacturers; Chinaware and Household Pottery Products—Importers and Dealers—Panama.

Household Appliances—Importers and Dealers—Bolivia.

Iron and Steel, Nonferrous Metals and Building Materials—Importers and Dealers—Iran.

Leather and Shoe Findings—Importers and Dealers—Switzerland.

Musical Instruments—Importers and Dealers—Austria.

Oils (Animal, Fish and Vegetable)—Importers, Dealers, Producers, Refiners and Exporters—Bolivia.

Paints, Varnishes and Pigments—Importers, Dealers and Manufacturers—Chile.

Tobacco and Tobacco Products—Importers, Dealers and Manufacturers—Ceylon.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

012 Fruit, tree nut, vegetable farms

AUSTRALIA—Peanuts, in bulk, Virginia and Spanish types, shelled and unshelled, both for retailing as edible peanuts and for crushing in manufacture of peanut oil, peanut butter, etc. Williams Marketing Corp. Pty. Ltd. (importer, wholesaler, manufacturer), 241 Pitt St., Sydney, N.S.W. WTD 10/19/65.

TRINIDAD—Fresh apples, pears. Direct purchase and agency. Rust, Trowbridge & Co. Ltd. (importers, wholesalers, general and commission merchants), 9 Abercromby St., P.O. Box 344, Port of Spain. WTD in preparation.

Fresh apples, grapes, pears. Direct purchase and agency. Trinidad Import & Export Co. Ltd. (importers, wholesalers, retailers, commission agents), 1 Abercromby St., Port of Spain. WTD 10/21/65.

013 Livestock farms

PAKISTAN—Good breeds of egg laying poultry and ducks. The Deputy Secretary (CORD), East Pakistan Agricultural Development Corp. (Quasi-Government agency), 58 Motijheel Commercial Area, Dacca, East.

109 Miscellaneous metal ores

JAPAN—Bulk shipment of wide variety of mineral specimens to be used for classroom instruction. Requests list of specimens available and prices cif Nagoya. Yagami Scientific Instrument Mfg. Co., 3, 2-chome, Kyo-machi, Naka-ku Nagoya. WTD 1/25/66.

149 Miscellaneous non-metallic minerals

JAPAN—Chrysolite, amosite and blue asbestos fibres. Kyowa Boeki Co., Ltd. (Kyowa Boeki K.K.) (importer, wholesaler), 2-1 Hongo, Bunkyo-ku, Tokyo. WTD 3/10/65.

151 General building contractors

● **IRAQ**—Supply and construction Al-Riyadh water supply scheme, Kirkuk Liwa. Tender No. 50, bid deadline March 15. Terms, specifications and drawings available for U.S. $19.60 per set plus $1.50 airmail charges from Directorate General of Planning and Design, Ministry of Municipal and Rural Affairs, Baghdad. One set of documents including general conditions of tender, of contract, specifications, schedule of prices, miscellaneous amounts, form of summary and drawings, can be examined in Building Materials and Construction Industries Division, Room 4014, U.S. Department of Commerce, Washington, D.C. 20230.

● Supply and construction Al-Ezair (Misun) water supply scheme, Amara Liwa. Tender No. 5, bid deadline April 12. Terms, specifications and drawings are available from Directorate General of Planning and Design, Ministry of Municipal and Rural Affairs, Baghdad, upon payment of U.S. $42.00, plus $1.50 airmail charges. Interested firms may examine the one set of tender documents, specifications and drawings in the Building Materials and Construction Industries Division, Room 4014, U.S. Department of Commerce, Washington, D.C. 20230.

● Supply, delivery and installation of electrical materials for 11 K.V. overhead feeder between Nahiat Al-Nashwa and Al-Nahran, and L.T. network for the town of Al-Nashwa and several villages in the Basra Liwa. Tender No. 8, bid deadline March 29. Documents, terms and specifications available for U.S. $18.20 per set plus $1.50 airmail charges from Directorate General of Planning and Design, Ministry of Municipal and Rural Affairs, Baghdad. For examination only, one set tender documents, specifications and drawings, in Building Materials and Construction Industries Division, Room 4014, U.S. Department of Commerce, Washington, D.C.

200 Food

SPAIN—Hen egg album crystals. Direct purchase and exclusive agency. Somerfin (Espanola) S.L. (importer, wholesaler, agent), Avda. Jose Antonio, 604, 6°, 2ª, Barcelona 7. WTD 2/1/66.

SWEDEN—Interested in a new line of breakfast cereals. Direct purchase and agency. Frazer International (Scandinavia) AB (importer, wholesaler, sales agent), Boforsgatan 3, Farsta. WTD 5/7/65.

201 Meat products

DOMINICAN REPUBLIC—Powdered eggs. Pedro Amable Redondo (importer), Calle 16 de Agosto No. 93, Santiago. WTD in preparation.

FRANCE—Egg yolks in powder form. Direct purchase and agency. Compagnie Chappe Internationale, 10 Rue de Talma, Paris 16e. WTD in preparation.

TRINIDAD—frozen meat such as beef, veal, pork, lamb, mutton. Offals packed in cartons of 50 to 60 lb. Direct purchase and agency. A. S. Bryden & Sons (Trinidad) Ltd., (importers, wholesalers, agents), 33 Independence Sq., Port of Spain. WTD 11/16/64.

202 Dairy products

★★ SUDAN—Trade Mission

Skim milk powder. Miheimid Bros. Trading Co. (importer, wholesaler), P.O. Box 1839, Khartoum. WTD 11/25/64. TM 63.

203 Canning, preserving foods

AUSTRALIA—Foodstuffs, including and especially canned fish and a general range of canned foods. Direct purchase and agency. Williams Marketing Corp. Pty. Ltd. (importer, wholesaler, manufacturer), 241 Pitt St., Sydney, N.S.W. WTD 10/19/65.

DENMARK—Canned food products, especially canned delicacies; direct purchase and agency. A/S Bridana (importer, agent), Norre Farimagsgade 3-5, Copenhagen K. WTD 2/1/66.

GERMANY—Canned fruit, fruit juice, meat, fish, vegetables; in cans Nr. 10 or Nr. 5/1; requests price quotations cif European ports; replies in German. Arima GmbH. (manufacturer, wholesaler, exporter), 49 Hauptstrasse, Eingang Gartenstrasse, 406 Viersen/Rhld. WTD 1/26/66.

IRAQ—All kinds of canned meat, vegetables, fruits; direct purchase and agency. Joseph Beshouri & Sons (importer, wholesaler, agent), Damirji Bldg., Shorja Market, Baghdad. Old WTD 8/13/63, under revision.

★★ SUDAN—Trade Mission

Canned fruits and vegetables. El Rayah Ibrihim Rayah (importer, wholesaler), P.O. Box 25, Wad Medani. WTD 11/27/65. TM 71.

Canned fruits, tomato puree. Miheimid Bros. Trading Co. (importer, wholesaler), P.O. Box 1839, Khartoum. WTD 11/25/64. TM 62.

Canned fruits. Awad Elkarim Elhawad & Sons Ltd. (importer, wholesaler), P.O. Box 147, Wad Medani. WTD 12/9/65. TM 74.

SWEDEN—Canned fruits, vegetables, canned and frozen meats of all kinds. Direct purchase and agency. Frazer International (Scandinavia) AB (importer, wholesaler, sales agent), Boforsgatan 3, Farsta. WTD 5/7/65.

TRINIDAD—Raisins in 1-lb. packages; prunes in 1-lb. packages and 5 or 6-lb. tins; large shelled peanuts in 110-lb. bags. Direct purchase and agency. Geo. F. Huggins & Co., Ltd. (importers, wholesalers and agents), Agency Dept., 72/74 South Quay, Port of Spain. WTD 5/11/65.

204 Grain mill products

TRINIDAD—Cracked corn packed in bags of 100-110 lb. Direct purchase and agency. Geo. F. Huggins & Co., Ltd. (importers, wholesalers and agents), Agency Dept., 72/74 South Quay, Port of Spain. WTD 5/11/65.

207 Confectionery

DENMARK—Candy, all kinds; direct purchase and agency. Brdr. E. Metz (exporting manufacturer), 95-99 Jagtvej, Copenhagen N. WTD 1/28/66.

SWITZERLAND—Chewing gum, candies, other confectionery, all types. Direct purchase and agency. Alfred Wyler AG (importers, agents), Topferstrasse 28, 8045 Zurich. WTD 2/10/66.

TRINIDAD—Edible nuts packed in all sizes of hermetically sealed cans. Direct purchase and agency. Rust, Trowbridge & Co. Ltd. (importers, wholesalers, general and commission merchants), 9 Abercromby St., Box 344, Port of Spain. WTD in preparation.

208 Beverage industries

DENMARK—Flavoring essences. Smith's International Enterprises (importing, exporter, agent), 14 Rysensteensgade, Copenhagen V. WTD 1/26/66.

209 Food preparations

AUSTRALIA—Safflower oil. Abel, Lemon & Co. Pty. Ltd. (importers, wholesalers, manufacturers), 204-210 George St., Concord West, Sydney, N.S.W. WTD 2/4/66.

Foodstuffs, in bulk, including and especially all types of nuts, soya beans, linseed, and linseed oil. Direct purchase and agency. Williams Marketing Corp. Pty. Ltd. (importer, wholesaler, manufacturer), 241 Pitt St., Sydney, N.S.W. WTD 10/19/65.

★★ SUDAN—Trade Mission

Canned jellies, jams. Miheimid Bros. Trading Co. (importer, wholesaler), P.O. Box 1839, Khartoum. WTD 11/25/64. TM 61.

220 Textile mill products

SWEDEN—Nylon marquisette, taffeta, lycra, for corset industry; cotton piece goods, plain and printed patterns, for underwear and blouses; nylon taffeta for sports clothes, aprons, dresses, blouses; patterned Dacron and nylon piece goods; nylon rashel laces. Direct purchase and agency. E. B. N. Agenturer (importer, wholesaler, sales agent), Sandelsgatan 42, Stockholm. WTD 1/31/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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221 Broad woven fabrics

AUSTRIA—Elastic backing, 86% cotton, 14% Spandex (or similar), width 43″ (55″), for quilted skiwear. Edward Bower, Wien KG (manufacturer), Zrinyigasse 48, A-1200 Vienna. WTD 5/18/65.

225 Knitting mills

FRANCE—Sport shirts, made in knitting mills; requests replies in French. Caddy-Sport (importer, dealer), 9, Rue Paul Doumer, Arras (62). WTD in preparation.

230 Apparel

AFGHANISTAN—Wearing apparel for men, especially uniform clothing; clothing for women and children; for sale in post exchange. Requests product descriptions and price lists for quantity purchases. Foreign Liaison Dept., Ministry of National Defense, Kabul.

MALAWI—Men's suits, jackets, pants, outerwear. Samples and sterling quotations requested; direct purchase and agency. Paul Gatrell Agencies Ltd. (agents, distributors), P.O. Box 562, Blantyre. WTD 11/10/65.

231 Men's, youths', boys' suits, coats, overcoats

FRANCE—Men's, youths' and boys' sport clothing; request replies in French. Caddy-Sport (importer, dealer), 9 Rue Paul Doumer, Arras (62). WTD in preparation.

232 Men's, youths', boys' furnishings

AUSTRALIA—T-shirts, men's, knitted; sweaters, all styles; shirts, men's business. Direct purchase and agency. Bray, Gordon Shorts Pty. Ltd. (importer, retailer, manufacturer), 617 Elizabeth St., Sydney, N.S.W. WTD 2/10/66.

FRANCE—Sports shirts; requests replies in French. Caddy-Sport (importer, dealer), 9 Rue Paul Doumer, Arras (62). WTD in preparation.

★★ SUDAN—Trade Mission

Men's shirts, ready-made clothing, including seconds and top grade, used. Abdel Salam Fahalabi (wholesaler), P.O. Box 150, Wad Medani. WTD 12/11/65. TM 87.

236 Girls', children's, infants' outerwear

★★ SUDAN—Trade Mission

Infants' wear. Abdel Salam Fahalabi (wholesaler), P.O. Box 150, Wad Medani. WTD 12/11/65. TM 89.

238 Apparel, accessories

FINLAND—Work gloves, especially for use by shipboard deck workers. Elintarvike Oy (importers), Kirkkokatu 3, Kotka. WTD 5/12/65.

239 Fabricated textile products

FRANCE—Badges or emblems, made from fabric; request replies in French. Etablissements Drago (manufacturer, dealer), 3 & 5 Rue de Romainville, Paris, 19e. WTD in preparation.

TRINIDAD—Cotton blankets, sheets, pillowcases; towels. A. Moses & Sons Ltd. (importer, wholesaler, retailer), 33 Charlotte St., Port of Spain. WTD 10/5/65.

242 Sawmills, planing mills

SOUTH AFRICA—Lumber, southern yellow pine, dense or long leaf structural 65, 6″ x 6″, 6″ x 9″, 9″ x 9″, etc., in lengths of 16′ to 34′. Mr. N. Guttman (manufacturers' representative), P.O. Box 9790, Johannesburg. WTD 3/15/65.

251 Household furniture

DENMARK—Household furniture, all types; direct purchase and agency. A/S Bridana (importer, agent), 3-5 Norre Farimagsgade, Copenhagen K. WTD 2/1/66.

261 Pulp mills, products

● **CEYLON**—500 long tons sulphite tissue sheets, suitable for bread wrappers; 25″ x 30″; 500 sheets each ream; weight 12-15 grams per square meter. Shipment in two 250-ton lots commencing March/April. Bid deadline March 8. Cable cif offers: EPEMCORP, Colombo. Eastern Paper Mills Corp., Box 1367, Colombo.

262 Paper mills

FRANCE—Graph paper, logarithmic paper, paper for designers. Maffiotti S.A. (manufacturer, importer, dealer), 27 Rue Albert, Paris 13e. WTD in preparation.

Kraftliner and special wet strength paper suitable for use in production of corrugated carton and cardboard of good quality. Requests replies in French. Papeteries & Cartonneries Lacaux Freres (manufacturer), 6 Impasse Saint-Exupery, 87 Limoges, Haute-Vienne. WTD 4/12/65.

263 Paperboard mills

ENGLAND—Kraft liner board; bleached kraft

board. F. Mackay & Co. (importer), 215 Kings Rd., Reading, Berkshire. WTD 1/31/66.

264 Converted paper, paperboard products

AUSTRALIA—Pre-pasted wallpaper in standard size rolls. Direct purchase and agency. R. J. McKee & Co. (importer, wholesaler, retailer), 93 New Illawarra Rd., Bexley North, N.S.W. WTD 1/24/66.

FRANCE—Tracing paper; pressure-sensitive adhesive paper rolls; semi-transparent paper; heliographic paper for plan printing. Maffiotti S.A. (manufacturer, importer, dealer), 27 Rue Albert, Paris 13e. WTD in preparation.

273 Books

LIBERIA—Paperback books, fiction, technical, scientific and professional, including great books; importer, wholesaler, retailer wishes to open general book store and requests price quotations cif Monrovia if possible and suggestions as to basic stock. Middle East Trading Corp. (METCO) (importer, wholesaler, retailer), P.O. Box 357, Monrovia. WTD 5/17/65.

278 Bookbinding, related industries

NETHERLANDS—Loose-leaf binders and devices, office accounting and filing systems and accessories, such as metal and plastic index tabs, hanging files (no filing cabinets or office machines). Direct purchase; exclusive representation for The Netherlands and/or other European countries requested. Descriptive literature and cif quotations Amsterdam or Rotterdam desired. Mexim Export-Import (importer, wholesaler), 211 Groen van Prinstererlaan, Amstelveen. WTD 1/17/66.

281 Industrial chemicals

AUSTRALIA—High purity chemical elements and compounds for electronic applications, including laser and maser materials. Direct purchase and agency. Ken Jones & Co. Pty. Ltd. (merchant, engineer), 76 Clarence St., Sydney, N.S.W. WTD 2/7/66.

● **BURMA**—Leather dyestuffs, 13 in all, quantities ranging from 37 to 2,260 lb. each, packed in 1 to 56-lb. containers. Tender No. IT 4/11/65-66, bid deadline March 11. Chairman, Trade Corp. No. 11 (Chemicals and Dyes), 73/75 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-2067).

● Methylene blues, 1,550 lb.; malachite green, 600 kgs; ultramarine blue, 247,721 lb. Tender No. IT. 7/11/65-66, bid deadline March 25. Chairman, Trade Corp. No. 11 (Chemicals and Dyes), 73/75 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-3529).

● Ten different pigments and dyestuffs for combined total of 25,182 lb. Tender No. IT. 10/11/65-66, bid deadline March 31. Chairman, Trade Corp. No. 11 (Chemicals & Dyes), 73/75 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-3529).

● 16 different dyestuffs and pigments for combined total of 38,458 lb. Tender No. IT. 9/11/65-66, bid deadline March 29. Chairman, Trade Corp. No. 11 (Chemicals & Dyes), 73/75 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-3529).

● **IRAQ**—Bleaching powder, stabilized, 30 metric tons, containing 36 to 38% of available chlorine. Packed in 50 kilogram galvanized drums, with inner plasticine bags. Tender shall furnish complete chemical analysis and small packaged sample. Material to be delivered and stacked at the D.G.M. Stores, Baghdad. Bid deadline not specified. Directorate General of Municipal Affairs, Ministry of Municipal and Rural Affairs, Baghdad. Correspondence preferred in Arabic. Tender documents also may be obtained from issuing authority at $1.40 per set plus 70¢ for airmail charges to U.S.★ (Telephone: 202-WO 7-3465).

ITALY—Organic and inorganic pigments. I.V.E.S.T. (manufacturer), 126 Via Grosseto, Turin. WTD 1/31/66.

NETHERLANDS—Petrochemical solvents in general; raw materials for paint and varnish industry; raw materials for chemical industries in general, e.g., toluene, kylene, solvent naphtha, hexane, cyclohexane, acetone, acrylonitrile. Exclusive agency representation requested. Trade Opportunities Staff, BDSA-6192, Rm. 4203, Box AM-19, U.S. Department of Commerce, Washington, D.C. 20230.

282 Synthetic materials

GERMANY—Plastic materials for leather and shoe industries. Atlantik Waren-Handelsgesellschaft mbH (importer, exporter, wholesaler, sales agent), 6 Frankfurt am Main, Neue Mainzerstrasse 24. WTD 8/5/65.

ITALY—Thermosetting phenolic resins. Albesiano di C. Perini & C. (manufacturer), Strada di Genova 187, Moncalieri (Turin province). WTD 1/31/66.

HONG KONG—Polyethylene film scrap (waste from bags only). Chunghing & Co. (importer, wholesaler, manufacturer), Sixth Floor, 116 Fuk Wing St. Kowloon, Hong Kong. Cable: PLAVINCH. WTD 7/2/65.

SPAIN—Plastic materials such as polyurethane and polyester films. Direct purchase and exclusive agency. Somerfin (Espanola) S.L. (importer, wholesaler, agent), Avda. Jose Antinio, 604, 6°, 2ª, Barcelona 7. WTD 2/1/66.

283 Drugs

DOMINICAN REPUBLIC—Pharmaceutical and veterinary products. Direct purchase and agency. Manuel Mallen y Ortiz, C. por A. (importer, wholesaler, manufacturer), P.O. Box 626, 7-9 Calle 27 de Febrero, San Pedro de Macoris. WTD 1/31/66.

● **IRAQ**—Pharmaceutical preparations, 35 items included, mostly injectables. Some of the products listed are as follows: magnesium sulphate 4cc, 1,000 ampoules; carbachol B.P., 2,000 ampoules; methyl amphetamine Hcl. B.P., 1,000 amps.; potassium iodide, 2,000 amps.; monocaine Hcl 2%, 600,000 cartridges; sulphbromophthalein sodium USP, 5,000 ampoules; tolazoline Hcl 1cc, 10,000 ampoules; sulphadimidine B.P., 100,000 ampoules; sodium salt of N.H., 2,000 ampoules; and quinidine sulphate, 500 ampoules; prednisolone trimethylacetate B.P., 3,000 vials; iodipamide methylglucamine B.P.C., 3,000 ampoules; and cyclophosphamide, 2,000 vials. Tender No. 1/66, bid deadline March 13. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-3394).

● 20,000 vials of Viomycin sulphate injection, 1 gm. B.P. in boxes of 100 vials each. Tender No. 3/66, bid deadline March 13. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-3394).

KOREA—Pharmaceutical raw materials; direct purchase and agency. Shinyung Industrial Corp. (sales agent), 51-11, 2-ka, Myongdong, Chung-ku, Seoul. WTD 2/1/66.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics, toilet preparations

AFGHANISTAN—Cosmetics, shaving articles, for sale in military post exchange. Foreign Liaison Dept., Ministry of National Defense, Kabul.

HONG KONG—Desulfurizing, leveling, softening agents for wool. Union Co. (importer, retailer), P.O. Box 8892, Mongkok, Kowloon, Hong Kong. Cable: HKPANUNION. WTD under revision.

TRINIDAD—Hair straighteners in cream, liquid, spray forms. Direct purchase and agency. D. M. Walsh, Son & Co. (importer, wholesaler, commission merchant), 16 Frederick St., Apt. 28, 2nd Floor, Port of Spain. WTD 10/8/65.

285 Paints, varnishes, lacquers, enamels

ITALY—Plastic paints. I.V.E.S.T. (manufacturer), 126 Via Grosseto, Turin. WTD 1/31/66.

287 Agricultural chemicals

DOMINICAN REPUBLIC—Chemical fertilizers for general agricultural purposes. Requests replies from suppliers in New Orleans area. Cesar Brache Vinas (importer, retailer), Calle Duarte No. 60, La Vega. WTD in preparation.

Drugs, cosmetics, chemical and veterinary products. Direct purchase, exclusive representation. J. M. Hernandez & Co., C. por A. (manufacturer, dealer), P.O. Box 241, Calle 32 Esquina Avenida Maximo Gomez, Santo Domingo. WTD in preparation.

★★ SUDAN—Trade Mission

Insecticides, nitrogen fertilizers. National Nilein Enterprises Ltd. (importer), P.O. Box 1273, Khartoum. WTD 1/16/66. TM 77.

289 Chemical products

GERMANY—Glue and sealing material for automotive industry; double component fillers for automobile body work. Direct purchase or agency; prices cif Hamburg; requests replies in German. ZWEI-G Chemie G.m.b.H., P.O. Box 168, 637 Oberursel/Ts. WTD 11/24/65.

ITALY—Additives for cheese, salami, canned food, cattle feed. IN.DA.CO. (International Dairy Corp.) (importer), 27 Via S. Fancesco d'Assisi, Turin. WTD 1/31/66.

Printing inks to be applied on polyethylene. I.V.E.S.T. (manufacturer), 126 Via Grosseto, Turin. WTD 1/31/66.

301 Tires, inner tubes

★★ SUDAN—Trade Mission

Tires for automobiles, tractors. Mohmed Saleh Geris (importer, exporter, wholesaler), Box 293, Wad Medani. WTD 12/9/65. TM 91.

Tires and tubes for autos and tractors. Ismil Makki Karar (importer), P.O. Box 62, Wad Medani. WTD 12/30/65. TM 95.

Tires for automobile and tractor. Said Ahmed Abdel Latif Avubakar (retailer, wholesaler, importer), P.O. Box 206, Wad Medani. WTD 11/27/65. TM 81.

Tires. El Rayah Ibrihim Rayah (importer, wholesaler), P.O. Box 25, Wad Medani. WTD 11/27/65. TM 70.

Tires for trucks, buses and automobiles in regular sizes, unusual sizes such as 640 x 15; 590 x 15; 590 x 13; 825 x 20; 1200 x 20; 750 x 16; 600 x 16; 700 x 16; good grade for rough roads; each order of $40,000. Awad Elkarim

Elhawad & Sons, Ltd., (importer, wholesaler), P.O. Box 147, Wad Medani. WTD 12/9/65. TM 72.

306 Fabricated rubber products

BRAZIL—Neoprene sheets, nylon lining preferred, for isotherm clothing to be used underwater; direct purchase for own manufacturing use. COBRASUB Comercial Brasileira de Artefatos Submarinos Ltda. (manufacturer), Estrada da Gavea 644, Rio de Janeiro ZC-20, Estado da Guanabara. WTD 2/4/66.

● **BURMA**—Hose, various types and lengths. Tender No. 907/T/CONST/POI(65-66), bid deadline March 31. Procurement Manager, People's Oil Industry, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-3381).

SPAIN—White and grey latex sponge scrap and waste. Direct purchase and exclusive agency. Somerfin (Espanola) S.L. (importer, wholesaler, agent), Avda. Jose Antonio, 604 6°, 2ª, Barcelona 7. WTD 2/1/66.

307 Plastic products

DOMINICAN REPUBLIC—Plastic vials for drug preparations. J. M. Hernandez & Co., C. por A. (manufacturer, dealer), P.O. Box 241, Calle 32 Esquina Avenida Maximo Gomez, Santo Domingo. WTD in preparation.

FRANCE—Plastic covers for cables. Direct purchase and agency. Megex (importer, wholesaler, agent), 105 Quai Branly, Paris 15e. WTD 3/2/65.

GERMANY—Plastic building materials: door frames, window frames, pipes. Sales agency for West Germany or direct purchase; prices cif Rotterdam, Netherlands. Kleinmann, Mueller & Co. (wholesaler, retailer), 54 Koblenz, P.O. Box 1148. WTD 1/28/66.

SWITZERLAND—Plastic products, all types, for household use; novelties. Direct purchase and agency. K. Grutter Trading Ltd. (importers, commission agents, manufacturers' representative), Bahnhofstrasse 26, 8304 Wallisellen. WTD 6/21/65.

311 Leather tanning, finishing

GERMANY—Regenerated leather for leather and shoe industries. Atlantik Waren-Handelsgesellschaft mbH (importer, exporter, wholesaler, sales agent), 6 Frankfurt am Main, Neue Mainzerstrasse 24. WTD 8/5/65.

314 Footwear, except rubber

LUXEMBOURG—Shoes, all kinds. Junkel Albert (importer), 1, Rue de Zoufftgen, Dudelange. WTD 1/7/66.

★★ **SUDAN—Trade Mission**

Footwear for women, men, children. Abdel Salam Fahalabi (wholesaler), P.O. Box 150, Wad Medani. WTD 12/11/66. TM 90.

317 Handbags, personal leather goods

DENMARK—Leather goods, all kinds; direct purchase and agency. A/S Bridana (importer, agent), 3-5 Norre Farimagsgade, Copenhagen K. WTD 2/1/66.

326 Pottery, related products

TRINIDAD—Kitchen articles, vitreous china, for household use. A. Moses & Sons Ltd. (importer, wholesaler, retailer), 33 Charlotte St., Port of Spain. WTD 10/5/65.

327 Concrete, gypsum, plastic products

GERMANY—Non-wood interior paneling. Sales agency for West Germany or direct purchase. Bau-Ausstattungs GmbH (importer, agency), 62 Wiesbaden, Alexandrastrasse 3. WTD 2/2/65.

333 Primary smelting, refining of nonferrous metals

● **INDIA**—40 metric tons tin ingot (99.75 purity) to ISS No. 26/56 with Amendment No. 1 of July 1964. Tender No. P/SR-5/25/254, bid deadline 10 a.m. March 18. Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available for $2.10 (in advance) from India Supply Mission, (Ref. No. D/ENQ/1963), 2536 Massachusetts Ave. NW., Washington, D.C. 20008.

● 1500 kgs. tin ingot (99.75 purity) of IS-26/56 with Amendment No. 1 of July 1964. Tender No. P/SR-5/510/25/051, bid deadline 10 a.m. March 30. Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available for $1.25 (in advance) from India Supply Mission, (Ref. No. D/ENQ/1965), 2536 Massachusetts Ave. NW., Washington, D.C. 20008.

TAIWAN—Copper ingots, copper bars and rods, copper and brass scraps. Levant Enterprises Inc. (importer), P.O. Box 913, Taipei. WTD 7/8/65.

335 Rolling, drawing, extruding of nonferrous metals

AUSTRALIA—High purity metals and alloys in all forms and grades for industrial, research, teaching laboratory use. Direct purchase and agency. Ken Jones & Co. Pty. Ltd. (merchant, engineer), 76 Clarence St., Sydney, N.S.W. WTD 2/7/66.

FRANCE—Silvered copper weld wires. Requests replies in French. Precicable-Bour S.A. (manufacturer, dealer), 138 rue Michel Carre, Argenteuil (Val d'Oise 95). WTD in preparation.

TURKEY—Single core screened underground conductor cable for airport lighting; 11 or 12 AWG, 6 mm 2 cross section standard, continuously coated with tin lead, soft drawn copper wire, rubber insulated, polychloroprene sheathed, metallic shielding tape of copper over insulation and under polychloroprene sheath; 100,000 meters for 3,000 v.; 200,000 meters for 500 v.; request descriptive literature, fob and cif price quotations and shortest delivery period. Betontas, P.K. 424, Gaziemir, Izmir. WTD 12/1/65.

342 Cutlery, hand tools, general hardware

DENMARK—Cutlery, general hardware, including household items. A/S Bridana, Norre Farimagsgade 3-5, Copenhagen K. WTD 2/1/66.

GERMANY—Hand tools and accessories, all kinds; importing distributor requests quotations cif Rotterdam or German ports. Meiser Vertriebs-GmbH & Co. KG., Postfach 206, 563 Remscheid 6. WTD 1/31/66.

ITALY—Hand tools for mechanical workshops and garages. Requests replies in French, Spanish, or German. Dott. Carlo Tesi (wholesaler, retailer), Corso Principe Eugenio 38/E, Torino. WTD 2/2/66.

Hand tools for mechanics and plumbers; garden implements. S.A.F.I.T. (wholesaler), Via Cigna 81, Turin. WTD 2/1/66.

SOUTH AFRICA—5,000 crocodile-jaw pipe wrenches, various sizes; request catalogs, price list; interested in U.S.-made product. W. P. M. Kellam (Pty) Ltd. (agent), P.O. Box 1664, Johannesburg. WTD 1/27/66.

SWITZERLAND—Household hardware, all kinds. Direct purchase and agency. K. Grutter Trading Ltd. (importer, commission agent, manufacturers' representative), Bahnhofstrasse 26, 8304 Wallisellen. WTD 6/21/65.

TRINIDAD—All types of light hardware fittings such as hinges, handles, door knobs, locks, keys. Direct purchase and agency. Gordon Grant & Co., Ltd. (importer, wholesaler, commission merchant), 10 St. Vincent St., Port of Spain. WTD 10/19/65.

343 Heating apparatus, plumbing fixtures

CANADA—Electrically operated automatic incinerator for hygienic disposal of sanitary towels, surgical dressings. Garrett Kelly Sales Ltd. (importer, distributor), P.O. Box 261, 18 Sylvan Drive, St. Albert, Alberta. WTD 8/17/65.

GERMANY—Incinerators, garbage, all types, industrial and domestic. Direct purchase and agency. Heinrich Schomaecker & Co. (manufacturer, exporter), 61 Altenmelle (P.O. Box 7), 452 Melle Bez. Osnabrueck. WTD 7/23/65.

344 Fabricated structural metal products

GERMANY—Aluminum building materials: door frames, window frames, pipes. Sales agency for West Germany or direct purchase; prices cif Rotterdam, Netherlands. Kleinmann, Mueller & Co. (wholesaler, retailer), 54 Koblenz, P.O. Box 1148. WTD 1/28/66.

346 Metal stampings

SWITZERLAND—Cooking and kitchen utensils, aluminum. Direct purchase and agency. K. Grutter Trading Ltd. (importer, commission agent, manufacturers' representative), Bahnhofstrasse 26, 8304 Wallisellen. WTD 6/21/65.

348 Fabricated wire products

ITALY—Wire netting. S.A.F.I.T. (wholesaler), Via Cigna 81, Turin. WTD 2/1/66.

349 Fabricated metal products

FRANCE—Bronze tablets; request replies in French. Etablissements Drago (manufacturer), 3 & 5 rue de Romainville, Paris 19e. WTD in preparation.

351 Engines, turbines

BRAZIL—Marine gasoline engines, inboard and outboard. COBRASUB Comercial Brasileira de Artefatos Submarinos Ltda. (wholesaler, retailer), Estrada da Gavea 644, Rio de Janeiro ZC-20, Estado da Guanabara. WTD 2/4/66.

THAILAND—Diesel engines, 4 stroke, water or air cooled, 4 hp. to 50 hp., for use with water pumps and electric generators. Exclusive representation of a top U.S. line not presently represented in Thailand. Thai Heng Long Padriew Ltd., Partnership (importer, wholesaler, retailer), 121-127 Charoen Krung Rd., Bangkok. WTD 3/25/64.

352 Farm machinery

AUSTRALIA—Asparagus harvester; direct purchase and agency. Mr. Williams, Dangar, Gedye & Malloch Pty. Ltd., South St., Rydalmere, N.S.W. WTD 11/27/64 on Frigrite Ltd., parent co.

DOMINICAN REPUBLIC—General agricultural machinery, equipment, spare parts. Direct purchase and agency. Maquinaria Agricola y de Construcciones, C. por A. (importer, representative), P.O. Box 1444, Santo Domingo. WTD 4/22/65.

★★ SUDAN—Trade Mission

Agriculture machinery, combine harvester, seeding machinery for ground nuts, wheat. National Nilein Enterprises Ltd. (importer), P.O. Box 1273, Khartoum. WTD 1/16/66. TM 78.

Agricultural tractors; willing to purchase for cash up to five or six tractors of different sizes and makes for testing under local conditions. El Sadid Mohamed El Faki (wholesaler), P.O. Box 2093, Wad Medani. WTD 12/10/65. TM 86.

353 Construction, mining, materials handling machinery

● **BURMA**—One mobile crane, diesel powered (Detailed specifications not available in Department of Commerce). Tender No. 1/QO/-TTS/POI/DD(65-66), bid deadline March 31. Procurement Manager, Peoples Oil Industry, 604 Merchang St., Rangoon.

● Two winch-hoists, 5 ton capacity, 12x30″ grooved drum, drum to hold 350 ft. of rope, approximate weight 1960 lb. each, skid mounted. Tender No. 6/QO/T/MCY/POI/DD (65-66), bid deadline March 31. Procurement Manager, People's Oil Industry, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-5566).

● **CEYLON**—One power crane-dragline, capacity 20 tons @ 60 ft. and 5 tons @ 100 ft. radius, not less than 350 hp. diesel engine; one power shovel, 3½ cu. yd. capacity, not less than 275 hp. diesel engine; three 30-ton (18 cu. yd.) off-highway haulers, rear dump type, not less than 300 hp. turbocharged diesel engine; one crawler mounted rock drill, tungsten carbide bits and accessories; one bit sharpener for tungsten tipped bits, 3 hp., 400 v. electric motor; one air compressor, 600 cfm, air-cooled, powered by air-cooled diesel engine. Bid deadline April 30. Copies of tender, schedule and specifications can be obtained for $5.25 (nonrefundable) from the Embassy of Ceylon (Ref: 232), 2148 Wyoming Ave. NW., Washington, D.C. 20008.

GERMANY—Fork lift trucks; importing distributor requests quotations cif German or Dutch ports. Direct purchase and/or agency. Karl Korf, 8 Hermannstrasse, Postfach 17068, 4 Duesseldorf. WTD 1/25/66.

Explosion-proof overhead traveling cranes, direct purchase and agency. H. Wenzlaff Vertriebs-KG (importer, exporter, wholesaler, manufacturer), P.O. Box 280, 282 Bremen-Lesum. WTD in preparation.

● **INDIA**—Three crawler mounted anchor bar hole drills, percussion type, pneumatic, required for drilling 3 to 4.5″ dia. holes to depth of 40 ft. in strata varying from soft to very hard rock. Tender No. P/222/23/215, bid deadline March 10. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Documents available for $2.10 from India Supply Mission (Ref: D/ENQ/1962), 2536 Massachusetts Ave. NW., Washington, D.C. 20008.

● Five heavy duty, perforated type, 2½ cu. yd. dragline buckets. Tender No. 201/81/969/-24.12.65/I, bid deadline March 5. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Documents available for $1.75 (nonrefundable) from India Supply Mission (Ref: D/ENQ/-1959), 2536 Massachusetts Ave. NW., Washington, D.C. 20008.

PAKISTAN—Waterwell screens, brass or anticorrosive metal or fiberglass, 7/16 perforation. Pipe size 14″ O.D., 13.25″ I.D.; weight 54.57 lb./ft.; 504 holes/ft. Pipe size 16″ O.D., 15.25″ I.D.; weight 62.58 lb./ft.; 600 holes/ft. Pipe size 18″ O.D., 17.25″ I.D.; weight 70.59 lb./ft.; 664 holes-ft. Pipe size 20″ O.D., 19.25″ I.D.; weight 78.60 lb./ft.; 680 holes/ft. Akburn & Co. (Agents), National House, 47 The Mall, Lahore. WTD 1/28/66.

● **SPAIN**—Six vibratory compactors, tender No. 6-MQ-803/2; twenty vibratory compactors, tender No. 6-MQ-804/2; 18 front loading shovels, tender No. 6-MQ-805/7; 8 power grinders, tender No. 6-MQ-806/8; 25 power grinders, tender No. 6-MQ-807/8; 18 wheel tractors, tender No. 6-MQ-809/19; 3 reduction crushers, tender No. 6-MQ-810-24; 10 snow plows, tender No. 6-MQ-811/25. World Bank financing. Documents required for prequalification of bidding firms must be personally submitted not later than March 5. Specifications available in Spanish only; all correspondence preferred in Spanish. Direccion General de Carreteras, Ministerio de Obras Publicas, Madrid.★ (Telephone: 202-WO 7-5566).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

★★ SUDAN—Trade Mission

Tractor and auto parts. Mahgoub Elshami (importer), P.O. Box 275, Wad Medani. WTD 1/16/66. TM 94.

Tractors. National Nilein Enterprises, Ltd., (importer), P.O. Box 1273, Khartoum. WTD 1/16/66. TM 79.

TRINIDAD—Oil field machinery and equipment such as well survey machinery and equipment; well servicing machinery and equipment; exploration machinery and equipment. Direct purchase and agency. Requests replies from manufacturers only. J. N. Harriman & Co. Ltd. (commission agents, manufacturers' representatives, construction engineers), 61 Independence Sq., P.O. Box 232, Port of Spain. WTD 6/9/65.

● **TURKEY**—Three wheel type tractor shovel-loaders, 1½ cu. yd. capacity, 70 hp. minimum, tender No. 65-15TK-136, bid deadline March 1; one multi-purpose diesel powered excavator on 6x4 or 6x6 mobile carrier and one multi-purpose diesel powered excavator, crawler mounted, tender No. 66-16TK-02, bid deadline March 3; 2 concrete dumpers, 1,500 lb. min. payload, 10 cu. ft. struck min., diesel engine, tender No. 66-16TK-03, bid deadline March 4. English translations of terms and specifications available from Modern Tercume Burosu, 20/7 Menekse Sokak, Kizilay-Ankara, upon payment of $7.50 per copy (includes airmail charges).

354 Metalworking machinery

EL SALVADOR—Machine for making brake lining for motor vehicles and tractors, request descriptive brochure, price quotations, terms. Salvador Antonio Kalil, 1a. Calle Poniente 330, San Salvador. WTD 12/1/64.

ENGLAND—Portable electric tools; hand tools, cutting tools; engineers' tools and precision equipment of all types. Power Tools (Specialists) Limited (wholesalers), Henley St., Camp Hill, Birmingham 11. WTD 2/2/66.

GERMANY—Electric hand drills and accessories. Importing distributor requests quotations cif Rotterdam or German ports. Meiser-Vertriebs GmbH & Co., KG., Postfach 206, 563 Remscheid 6. WTD 1/31/66.

ITALY—Portable small-size electric lathes; lapping, sanding and polishing machines; electric shears and hacksaws. Direct purchase and agency. Requests replies in French. Antonio Audisio (importer, wholesaler, retailer), Via S. Grandis 18, Cuneo. WTD 2/1/66.

Automobile maintenance equipment. Requests replies in French, Spanish, or German. Dott. Carlo Tesi (wholesaler, retailer), Corso Principe Eugenio 38/E, Torino. WTD 2/2/66.

NEW ZEALAND—Tool room rather than production machine to produce spur gears, helical gear worms and wormwheels of involute profile in normal engineering materials. Primary interest in hobbing machines to produce gears 4″ in dia. and of the order of 20 to 40 diametral pitch. Vigilant Alarms Limited, 211-215 Maces Rd., Bromley, Christchurch 6; Attn.: Mr. D. Lipyeat, Design Engineer. WTD 2/16/65.

PAKISTAN—Hobbing machine. Universal cylindrical grinder. Universal tool and cutter grinder. All electric planer. Metal band sawing and filling machine. Specifications available from U.S. Department of Commerce, Trade Opportunities Staff, BDSA-6192, Rm. 4203, Washington, D.C. 20230. Akburn & Co. (agents) (importing distributor), National House, 47 The Mall, Lahore, West. WTD 1/28/66.

SPAIN—Cutting machinery and accessories for various metals; information concerning type machinery desired available from U.S. Department of Commerce, Trade Opportunities Staff, BDSA-6192, Rm. 4203, Washington, D.C. 20230. Estampaciones Metalicas del Natahoyo—ESMENA (manufacturer), 17-23 Arcipreste de Hita, Gijon, Oviedo. WTD 1/7/64 under revision.

THAILAND—Machine tools and equipment for servicing tractors and farm machinery, including hydraulic pin and bushing press, idler and roller welding equipment, track chain welding equipment and pneumatic power tools. Quotation, catalogs, and pertinent information requested. Bangkok Motor Work Co., Ltd. (importer, distributor), 904 Phyathai Rd., Pathumwan, Bangkok. WTD in preparation.

Metalworking lathes, high speed, universal and automatic type for turning 750 to 2500 m/m diameter steel. Exclusive representation of a top U.S. line not presently represented in Thailand. Thai Heng Long Padriew Ltd. Partnership (importer, wholesaler, retailer), 121-127 Charoen Krung Rd., Bangkok. WTD 3/25/64.

UAR—Complete wire netting plant. Offers should be mailed directly to company together with catalogs, drawings, price quotations fob Alexandria. Copy of required specifications available on loan from U.S. Department of Commerce, Trade Opportunities Staff, BDSA-6192, Rm. 4203, Washington, D.C. 20230. The Egyptian Copper Works S.A.E. (manufacturer), Hagar El Nawatieh, Alexandria.

Stranding and rope machines; basket type rope-laying machines; wire drawing machines; galvanizing plant; pickling plant; mechanical laboratory. Copy of required specification available on loan from U.S. Department of Commerce, Trade Opportunities Staff, BDSA-6192, Rm. 4203, Washington, D.C. 20230. The Egyp-

tian Copper Works S.A.E. (manufacturer), Hagar el Nawatieh, Alexandria.

355 Special industry machinery

ALGERIA—Machinery to manufacture chewing-gum, including mixing, preparing, wrapping and packaging chewing-gum tablets; request replies in French. Societe Algerienne de Confiserie Industrielle (manufacturer), Rue de la Corderie. WTD 1/27/66.

BRAZIL—Paper finishing machines, especially calenders, super-calenders, winders; requests specifications; direct purchase for prompt delivery; price quotations Rio de Janeiro. Importadora Andrews Ltda. (agent), Rua da Alfandega 111-A, 5° andar, sala 507, Caixa Postal 381, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 8/24/65.

Cement-making machinery; request proposals soon as possible. U.S. Department of Commerce, Trade Opportunities Staff, BDSA-6192, Rm. 4203, Box JM 24, Washington, D.C. 20230.

CEYLON—Tile making machinery for production of 300 long tons of mosaic tiles per annum. Sales Officer, Ceylon Ceramics Corp. (state corporation), P.O. Box 1209, Colombo 2.

ECUADOR—Machinery to equip soft drinks plant; capacity 3,600 bottles per day. Machinery to process tomatoes into sauce, paste, catsup; capacity 1,000 bottles per day. Requests replies in Spanish. Jose Pio Eguiguren (importer), Apartado 37, Loja. WTD 2/3/66.

Spice processing, packing and sealing equipment. Requests replies in Spanish. Antenor Macchiavello Munoz (importer), P.O. Box 318, Guayaquil. WTD 2/3/66.

FRANCE—Popcorn machines, automatic (electric equipment suitable for use on a.c., 110/120 or 220 v., 50 cycles), commercial type, light and medium-duty, suitable for utilization in retail shop selling prepared food specialties. Direct purchase for own use. Requests replies in French. Au Faisan Dore (Rose Remon) (retailer), Centre Commercial, 64 Mourenx, Basses-Pyrenees. WTD 2/8/66.

HONG KONG—Cold-process tire retreading equipment. The Dairy Farm, Ice & Cold Storage Co., Ltd. (importer, wholesaler, retailer, manufacturer, exporter), P.O. Box 286, Hong Kong. Cable: MILKMAID. WTD in preparation.

JAPAN—Equipment to produce round and square metal canisters between 1½" and 12" in diameter and up to 18" high; capacity approx. 3,000 per minute. Requests catalogs, prices. Shosei Yoko Co., Ltd. (importer, exporter), 13-4 Hirokoji-dori, Naka-ku, Nagoya. WTD 2/4/66.

S. RHODESIA—Requires machinery to set up small modern polythene-type plastic bag making plant. Bags would be made from polythene-type tubing, and would be used for carrying cement, lime, clothing. Messrs. L. Naran & Co. (Pvt.) Ltd. (manufacturer), P.O. Box 189, Que Que. WTD in preparation.

★★ SUDAN—Trade Mission

Sesame seed cleaning equipment. International Produce Brokers (exporter), P.O. Box 1580, Khartoum. WTD 9/20/65. TM 65.

Desires U.S. connection for purchase of equipment, tools, repair, recap, retread material and know-how to set up full scale auto and tractor tire repair business. Abdel Hamid Hafiz (retailer), P.O. Box 77, Wad Medani. WTD 12/11/65. TM 75.

Machine for making envelopes, about 30,000 daily; machinery for making ruled exercise books, about 10,000 daily; other machinery for printing. Blue Nile Printing Press & Publishing House, P.O. Box 208, Wad Medani. WTD 12/10/65. TM 80.

SWITZERLAND—Woodworking machinery, home workshop, all types, particularly planing machines and combined woodworking machines. Direct purchase and agency. Hans Weber (agent), Hard 855, 4805 Brittnau/AG. WTD 2/10/66.

TRINIDAD—Machinery for packing baking powder in 4-16 oz. polyethylene bags. Machinery for packaging peas and beans in 8-16 oz. bags. Pearce Duff (Trinidad) Ltd. (manufacturer), 46 Henry St., Box 343, Port of Spain. WTD in preparation.

356 General industrial machinery

● **BURMA**—Five motor-driven water-pumping sets, 200 imperial gallons per minute capacity, with a 150 ft. head. Tender No. 5/QO/T/MCY/POI/DD (65-66), bid deadline March 31. Procurement Manager, People's Oil Industry, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-5589).

FRANCE—Hydraulic equipment for industrial uses (medium to heavy-duty hose assemblies, up to high- and ultra-pressure), including hydraulic motors, pumps, components; hydraulic valves and controls. Flexible rubber hose (reinforced with metallic braid); adapters and distributors; attachments such as connectors, couplings, fittings. Agency for France or section thereof. Potential direct importers. S.I.R.C.A.F. (wholesaler, agent), Boite Postale No. 2024, Zone Industrielle, 31 Fenouillet/Toulouse, Haute-Garonne. WTD 1/24/66.

Hydraulic hoists, jacks, pulleys, any capacity, for industrial uses. Self-contained hydraulic power units. Agency for France or section thereof. Potential direct purchases. S.I.R.C.A.F. (wholesale dealer, agent), Boite Postale No. 2024, Zone Industrielle, 31 Fenouillet/Toulouse, Haute-Garonne. WTD 1/24/66.

SPAIN—Liquid filters and filtering apparatus. Direct purchase and exclusive agency for Spain. Francisco Gimeno Rovira (importer, licensee, distributor, exporter), Avda. Principe de Asturias, 54, Barcelona 12. WTD 2/2/66.

Automatic filling machines for medicinal plants bags. Direct purchase and exclusive agency. Somerfin (Espanola) S.L. (importer, wholesaler, agent), Avda. Jose Antonio, 604, 6°, 2ª, Barcelona 7. WTD 2/1/66.

★★ SUDAN—Trade Mission

Water pumps for irrigating. Bitter Engineering (importer), P.O. Box 1011, Khartoum. WTD 1/31/64. TM 59.

THAILAND—Air compressors for industrial purposes. Exclusive representation of a top U.S. line not presently represented in Thailand. Thai Heng Long Padriew Ltd. Partnership (importer, wholesaler, retailer), 121-127 Charoen Krung Rd., Bangkok. WTD 3/25/64.

VENEZUELA—Mechanical power transmission equipment, parts, accessories, etc., for industrial installations; request replies in Spanish. H. & O. Romer Sucr., S.A. (importer, distributor, sales agent), Apartado 2635, Caracas. WTD 1/24/66.

357 Office, computing, accounting machines

FRANCE—Magnetic tapes and all accessories for electronic computing machines; direct purchase and agency. Societe Europeenne des Cartes et Produits Magnetiques (ECM Products) (wholesaler, importer, distributor), 22 Rue Pauvree, Roubaix (59). WTD in preparation.

● **KENYA**—Supply of one locomotive weighbridge to specification. Tender No. Circular No. 37, bid deadline March 10. Application for tender documents may be made to: East African Railways and Harbours Overseas Agents, 4 Millbank, London, S.W. 1, England.

358 Service industry machines

● **BURMA**—Supply of 10 suction gasoline pumps, internal gear type rotary, with adjustable bypass valve and suction strainer on pedestal type pumps. Tender No. 4/QO/(T)/MCY/POI-DD (65-66), bid deadline March 31. Procurement Manager, People's Oil Industry, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-2939).

FRANCE—Non-electric rug shampooers. Direct purchase and agency. Societe General des Cires Francaises (manufacturer), Avenue Pierre Troubat, 03 Montlucon. WTD 9/2/66.

SPAIN—Filters and accessories for swimming pool installation. Gilliam Diafilter Espanola, S.A. (importer, wholesaler, manufacturer), Villarias 10, Bilbao. WTD 1/25/66.

★★ SUDAN—Trade Mission

Air conditioners. El Rayah Ibrihim Rayah (importer, wholesaler), P.O. Box 25, Wad Medani. WTD 12/11/65. TM 69.

SWEDEN—Portable vacuum cleaners and floor sweepers for industrial cleaning. AB Rationell Stadning (importer), Hassleholmsvagen 22, Johanneshov. WTD 2/26/65.

THAILAND—Air conditioners, window and centralized types. Exclusive representation of a top U.S. line not presently represented in Thailand. Thai Heng Long Padriew Ltd. Partnership (importer, wholesaler, retailer), 121-127 Charoen Krung Rd., Bangkok. WTD 3/25/64.

361 Electric transmission, distribution equipment

AUSTRALIA—Switch, electrical, enclosed, lowest possible operating force, to operate on current with a maximum of 50 MA at 12 v. d.c.; magnetic operation preferred. (The switch with the lowest force located, thus far, will operate where a mechanical movement of .007" with a force of 2 grams is available to move the magnet. A switch with about half this operating force is desired). H.E.C. Hydrological Equipment Co. (manufacturer), 840 Henry Lawson Drive, Picnic Point, N.S.W. WTD 2/4/66.

FRANCE—Potentiometers; direct purchase and agency. Techniques Europeennes de Commutation (manufacturer, dealer), 79 Rue du Temple, Paris 3e. WTD 4/23/65.

Microwave test equipment; precision potentiometers; oscillographs and oscilloscopes; electrical relays; monitoring and control components, advanced technique. Direct purchase and agency. Etablissements Megex (importer, wholesaler, agent), 105 Quai Branly, Paris 15e. WTD 3/2/65.

Electric radar testing instruments. Radio Equipements (importer, dealer, agent), 65, rue de Richelieu, Paris, 2e. WTD 12/4/64.

Electric and electronic test, measuring and monitoring instruments and equipment: signal generators (test equipment), oscilloscopes, digital transformers, frequency meters, precision wobuloscopes, voltmeters; direct purchase and agency; request replies in French. Audiola (manufacturer, importer, dealer), 150 avenue de St Ouen, Paris, 18e. WTD in preparation.

Electronic measuring equipment: frequency meters, voltmeters, ammeters. Direct purchase and agency. Etablissements Mesureur (im-

porter, dealer, agent), 30 rue Sedaine, Paris, 11e. WTD 12/4/64.

Digital voltmeters, electronic metrology. Direct purchase and agency. Imex France (importer, dealer). 2 rue Navoiseau, Montreuil-sous-Bois (93). WTD 8/24/65.

● **GREECE**—Supply of 4,055 three-phase watthour meters as follows: 4,000 meters 10/40A, 220/380v, 50 c/s/, 4-wire; 55 meters 100 V, 1.5(6)A, 3-wire, 2 elements, 50 c/s. Tender No. DED-1028/1029, bid deadline March 18. Estimated value: $291,416. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 103. Cable: DEH Athens.★ (Telephone: 202-WO 7-2939).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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362 Electrical industrial apparatus

FRANCE—Spot welding guns with one sliding electrode which enables operator to weld in any position from transformer. Eugene Saks (commission merchant), Chateau d'Ardilliere, Ardilliere par Limours (91). WTD 4/23/65.

Very unusual welding transformers, preferably electronically operated (transistorized), for spot welding or for any other types of welding. Eugene Saks (commission merchant), Chateau d'Ardilliere, Ardilliere par Limours (91). WTD 4/23/65.

Timers for industrial use; servo-motors; generators and generator sets, advanced technique. Direct purchase and agency. Etablissements Megex (importer, wholesaler, agent), 105 Quai Branly, Paris 15e. WTD 3/2/65.

HONDURAS—Electrical and electronic apparatus, parts and accessories. Rolando Aguero, Rivera y Compania (importer), Apartado Postal No. 27, Tegucigalpa. WTD 12/3/64.

SPAIN—Generator sets, continuity types only; direct purchase and exclusive agency. Miguel Ortega Fernandez (importer, wholesaler, agent), Alberto Aguilera 11, Madrid (15). WTD 1/21/66.

THAILAND—Generating sets. Alternators for use in 1 to 30 K.V.A. electric generators. Electric motors, ¼ hp. to 15 hp., single or three phase. Welding electrodes. Exclusive representation of top U.S. lines not presently sold in Thailand. Thai Heng Long Padriew Ltd. Partnership (importer, wholesaler, retailer), 121-127 Charoen Krung Rd., Bangkok. WTD 3/25/64.

363 Household appliances

DENMARK—Household and kitchen utensils, small appliances and useful domestic gadgets; electrical household appliances; direct purchase and agency. A/S Bridana (importer, agent), 3-5 Norre Farimagsgade, Copenhagen K. WTD 2/1/66.

FRANCE—Household dishwashing machines; requests replies in French, direct purchase and agency. Fonderies de Sougland (manufacturer, importer, dealer), St-Michel (02). WTD in preparation.

Food waste disposal units; electric rug shampooers. Direct purchase and agency. Societe Generale des Cires Francaises (manufacturer), Avenue Pierre Troubat, 03 Montlucon. WTD 9/2/66.

IRAQ—Household refrigerators, washing machines, cooking ranges, gas water heaters, pressure cookers, meat mincers. Direct purchase and agency. Ali Al-Najafi (importer, agent, wholesaler, retailer), Mustansir St. (Next to S. M. Garibian), Baghdad. WTD 2/2/66.

ITALY—Refrigerators, washing machines, other appliances, new models; direct purchase and agency. Walter Albertazzi (wholesaler), 2/9 Via Zanardi, Bologna. WTD 2/10/66.

★★ **SUDAN—Trade Mission**

Refrigerators. El Rayah Ibrihim Rayah (importer, wholesaler), P.O. Box 25, Wad Medani. WTD 12/11/65. TM 68.

Refrigerators for the home, all sizes; requests details, specifications. Said Ahmed Abdel Latif Avubakar (importer, wholesaler, retailer), P.O. Box 206, Wad Medani. WTD 11/27/65. TM 82.

SWITZERLAND—Household articles, gadgets, related products, for kitchen or bathroom use. Direct purchase and agency. K. Grutter Trading Ltd. (importers, commission agents, manufacturers' representative), Bahnhofstrasse 26, 8304 Wallisellen. WTD 6/21/65.

364 Electric lighting, wiring equipment

FRANCE—Connectors for electrical devices. Elno S.A. (manufacturer, dealer), 18-20 Rue du Val Notre-Dame, Argenteuil (95). WTD in preparation.

Rotary switches; miniature press buttons; direct purchase and agency. Techniques Europeennes de Commutation (manufacturer, dealer), 79 Rue du Temple, Paris 3e. WTD 4/23/65.

Industrial electronic flashes. Direct purchase and agency. Orthotron, S.A. (manufacturer, dealer), Place de la Vigne-aux-Loups, Longjumeau, (Essonne 91). WTD in preparation.

PANAMA—Lamps, household: incandescent, fluorescent. J. J. Rodriguez & Cia., S. A. (importer, wholesaler, retailer), P.O. Box 6617, Panama, R. P. WTD 1/27/66.

365 Radio, television receiving sets

FRANCE—Radio and television receiving sets; spare parts. Compagnie Generale de Television et d'Electronique (manufacturer, dealer), 70 avenue des Champs Elysees, Paris 8e. WTD 11/29/65.

Potentiometric recorders; operational and measuring amplifiers; vibration equipment; acceleration and vibration measuring and recording systems. Direct purchase and agency. Imex France (importer, dealer), 2 Rue Navoiseau, Montreuil-sous-Bois (93) WTD 8/24/65.

IRAQ—Television receiving sets. Direct purchase and agency. Ali Al-Najafi (importer, agent, wholesaler, retailer), Mustansir St. (Next to S. M. Garibian), Baghdad. WTD 2/2/66.

ITALY—Television receiving sets, new models; phonographs, portable. Direct purchase and agency. Walter Albertazzi (wholesaler), 2/9 Via Zanardi, Bologna. WTD 2/10/66.

366 Communication equipment

BRAZIL—Radar, echo-sounders, fire-alarms, detectors, direction finders, automatic-alarm receivers, other nautical electronic equipment; representation is desired for all Brazil. SELNAV—Servicos Eletro-Navais S.A. (installer, repairer, agent), Avenida Rio Branco 156, 28° andar, grupo 2804, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 2/1/66.

FRANCE—Electric lamp signals; direct purchase and agency. Techniques Europeennes de Commutation (manufacturer, dealer), 79 Rue du Temple, Paris 3e. WTD 4/23/65.

Radar equipment; electronic field detection apparatus; radio relay equipment (receivers and transmitters). Radio Equipments (importer, dealer, agent), 65 Rue de Richelieu, Paris 2e. WTD 12/4/64.

Highway traffic signals, electric. Direct purchase and agency. Fulgor S.A. (manufacturer, importer, dealer), 18 Rue de Mogador, Paris 9e. WTD in preparation.

Electronic missile guidance equipment. Direct purchase and agency. Megex (importer, wholesaler, agent), 105 Quai Branly, Paris 15e. WTD 3/2/65.

367 Electronic components, accessories

DAHOMEY—Inexpensive transistorized AM-shortwave portable radio kits, phonograph kits, recorder kits, and component parts for assembly-line production. Requests replies in French. Societe Dahomeenne de Transistors (manufacturer, wholesaler, retailer), Boite Postale 863, Cotonou. WTD 12/20/65.

ENGLAND—Static power supplies; elapsed time indicators. Agency and direct purchase. Industrial Instruments Ltd. (manufacturers, exporters, importers), Stanley Rd., Bromley, Kent. WTD 1/28/66.

FRANCE—Industrial electronic apparatuses; direct purchase and agency. Equipements Industriels (importer, manufacturer, dealer), 1 Rue Monticelli, Paris 14e. WTD 12/7/64.

Electronic transformers; high quality electronic equipment, solid state devices, capacitors; direct purchase and agency; request replies in French. Audiola (manufacturer, importer, dealer), 150 Avenue de St Ouen, Paris 18e. WTD in preparation.

Electronic tubes; radio and TV receiving tubes; semi conductor devices; diodes: germanium, silicon, etc., resistors for electronic end products. Radio Equipements (importer, dealer, agent), 65 Rue de Richelieu, Paris 2e. WTD 12/4/64.

Electronic temperature detecting instruments, request replies in French. CORECI—Cie de Regulation & de Controle Industriels (manufacturer, exporter, dealer), 4, rue Desparmet, Lyon (Rhone). WTD 10/22/64.

Solid state electronic devices and similar devices; electronic relays; microwave accessories, advanced technique. Direct purchase and agency. Megex (importer, wholesaler, agent), 105 Quai Branly, Paris 15e. WTD 3/2/65.

Tantalum electronic capacitors; precision resistors. Direct purchase and agency. J. M. Frankel S.A. (manufacturer, importer, dealer, agent), 245 Avenue Georges Clemenceau, Nanterre, Hauts de Seine (92). WTD in preparation.

Semiconductor devices; potentiometers, condensers, resistors. Rochar Electronique (manufacturer, importer, dealer), 51 Rue Racine, Montrouge (Seine) 92. WTD 11/27/64.

GERMANY—Electronic program switches, magnetic switches, level switches, other control equipment and accessories. Requests quotations cif Dutch or German ports. Direct purchase and/or agency. Wilhelm Steinhoff Nachf. (manufacturer, exporter, sales agent), 92-94 Sedanstrasse, 41 Duisburg-Hochfeld. WTD 2/2/66.

ITALY—Electron tubes. Direct purchase and

agency. Walter Albertazzi (wholesaler), 2/9 Via Zanardi, Bologna. WTD 2/10/66.

★★ SUDAN—Trade Mission

Transistor radios. El Rayah Ibrihim Rayah (importer, wholesaler), P.O. Box 25, Wad Medani. WTD 12/11/65. TM 67.

Inexpensive line of transistor radios in AM and short-wave combinations. Awad Elkarim Elhawad & Sons Ltd. (importer, wholesaler), P.O. Box 147, Wad Medani. WTD 12/9/65. TM 73.

SWEDEN—Alarm components such as Doppler detectors, capacity alarms. Industrial alarm-supervision systems, sirens for police cars, other components of newly developed types. Signaltjanst Alarm AB (importer, wholesaler, manufacturer), Scheelegatan 11, Stockholm K. WTD 4/29/65.

SWITZERLAND—Electronic equipment and accessories for use in manufacture of radio, television receiving sets. Electronic conduits, transistors, tools for radio and electronics, technical novelties—no complete sets. Direct purchase and agency. Robert Luethard (importer, wholesaler), Waffenplatzstrasse 37, 8002 Zurich. WTD 2/7/66.

369 Electrical machinery, equipment, supplies

HONG KONG—Transistorized automotive ignition systems. The Dairy Farm, Ice & Cold Storage Co., Ltd. (importer, wholesaler, retailer, manufacturer, exporter), P.O. Box 286, Hong Kong. Cable: MILKMAID. WTD in preparation.

● **LIBYA**—Supply of therapeutical equipment. Tender No. 827, bid deadline March 21. Specifications and conditions may be obtained from the Department of Pharmaceutical and Medical Equipment, Ministry of Health, Tripoli, Libya, against a non-refundable fee of one Libyan pound (U.S. $2.80). Central Tenders Board, Ministry of Finance, Shara Shatt, Tripoli.

● **TURKEY**—Supply of electric-welding x-ray equipment for operation on 110/190 and 220/380 volts, a.c., 50 c/s, portable type (50 kgs., maximum), to be able to detect to 50 mm. thickness. Tender No. 966-3004, bid deadline March 8. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul. (Materials Purchasing Dept., Turkish Maritime Bank).★ (Telephone: 202-WO 7-2939).

THAILAND—Spark plugs. Desires exclusive representation of a top U.S. line not presently represented in Thailand. Thai Heng Long Padriew Ltd. Partnership (importer, wholesaler, retailer), 121-127 Charoen Krung Rd., Bangkok. WTD 3/25/64.

371 Motor vehicles, motor vehicle equipment

LEBANON—Garage and service station equipment, automotive crankshafts, heads, manifolds, for U.S. cars and trucks. Direct purchase and agency. Wakim Mechanical Institute for Trading and Production (importer, wholesaler), P.O. Box 4010, Beirut. WTD 2/1/66.

372 Aircraft, parts

FRANCE—Civilian aircraft parts and accessories. Direct purchase and agency. ARDIC (Representations Industrielles Materiel Aeronautique) (importer, dealer, agent), 71 Blvd. Raspail, Paris 6e. WTD 2/8/65.

Aircraft parts, components, accessories, supplies of all types suitable for utilization on light-weight passenger airplanes (300 hp. or less). Agency and distributorship for France or section thereof; potential direct purchases. Comptoir de Fournitures Aeronautiques (dealer), Boite Postale No. 75, Route de Monfort, 40 Dax, Landes. WTD 11/27/64.

373 Ship building, repairing

CEYLON—Seagoing vessel completely equipped for processing and canning fish delivered from trawlers at sea. Ceylon Manufacturers & Merchants Ltd. (importers), P.O. Box No. 1304, Colombo 2. WTD 1/29/66.

375 Motorcycles, bicycles, parts

★★ SUDAN—Trade Mission

Bicycles for transportation (not children's toy cycles). Said Ahmed Abdel Latif Avubakar (importer, wholesaler, retailer), P.O. Box 206, Wad Medani. WTD 11/27/65. TM 83.

381 Engineering, laboratory, scientific, research instruments

BRAZIL—Gyro-compasses, gyro-pilots, gyroscopes, other apparatus and instruments for nautical use only; representation is desired for all Brazil. SELNAV—Servicos Eletro-Navais S.A. (installer, repairer, agent), Avenida Rio Branco 156, 28° andar, grupo 2804, Rio de Janeiro, ZC-21, Estado da Guanabara. WTD 2/1/66.

DENMARK—Laboratory equipment. Smith's International Enterprises (importing, exporting, agency), 14 Rysensteensgade, Copenhagen V. WTD 1/26/66.

FRANCE—Nautical, aeronautical, surveying and instruments for laboratory work and scientific research; mechanical measuring and controlling instruments; direct purchase and agency. Equipements Industriels (importer, manufacturer, dealer), 1 Rue Monticelli, Paris 14e. WTD 12/7/64.

Calorimeters; spectrum analyzers. Direct purchase and agency. Megex (importer, wholesaler, agent), 105 Quai Branly, Paris 15e. WTD 3/2/65.

JAPAN—Instrument to measure amount of dust and smog in air. Requests specifications and prices cif Nagoya. Yagami Scientific Instrument Mfg. Co. (manufacturer), 3, 2-chome, Kyo-machi, Naka-ku, Nagoya. WTD 1/25/66.

Various educational scientific instruments for classroom use. Requests catalogues and prices, cif Nagoya. Yagami Scientific Instrument Mfg. Co., 3, 2-chome, Kyo-machi, Naka-ku, Nagoya. WTD 1/25/66.

382 Instruments for measuring, controlling, indicating physical characteristics

AUSTRALIA—Bellows for use in sensitive instrument for measuring changes in water pressure in rivers. Bellows would be arranged on either side of a balanced beam and would apply opposing forces. One bellows would be normally vented to atmosphere. Specifications follow: OD-2.85 desired, 3.00 maximum, 2.70 minimum; ID-2.20 desired, 2.35 max., 2.10 min.; free length 1.50 desired, 1.60 max., 1.50 min.; deflection (axial)—.002 desired, .002 max., .0015 min.; deflection (angular)—.015 degrees desired, .015 degrees max., .010 degrees min.; effective area—5,000 desired, 5.0 max., 4.7 min.; spring rate—4.0 lb./in.^{2} max., 1 lb./ in.^{2} min.; external pressure (absolute)—14.7 lb/in.^{2} desired, 18.0 lb/in.^{2} max., 12.0 lb/in.^{2} min.; internal pressure—30.0 lb/in.^{2} desired, 33.0 lb./in.^{2} max., 27.0 lb./in.^{2} min.; constant pressure—not more than 10 lb./in.^{2}; pulsating pressure—plus or minus .1 lb/in.^{2}; operating temperature 75 degrees fahrenheit average, 140 degrees max., 0 degrees min.; maximum pressure would be experienced only on an average of once in five years; maximum rate of change of pressure is 10 lb./in.^{2}/hr.; aluminum is preferred for end fittings. H.E.C. Hydrological Equipment Co. (manufacturer), 480 Henry Lawson Drive, Picnic Point, N.S.W. WTD 2/4/66.

BRAZIL—Dew-pointers and other automatic temperature controls for nautical use only; representation is desired for all Brazil. SELNAV—Services Eletro-Navais S.A. (installer, repairer, agent), Avenida Rio Branco 156, 28° andar, grupe 2804, Rio de Janeiro ZC-21, Estado da Guanabara. WTD 2/1/66.

FRANCE—Aircraft instruments, navigation systems, test equipment and specially designed instrumentation and devices suitable for utilization on small passenger airplanes (300 HP or less), including servo-motors, synchros, tachometers and generators, angle counters, distance indicators, computers, related lines. Agency and distributorship for France or section thereof, also direct purchase. Comptoir de Fournitures Aeronautiques (dealer), Boite Postale No. 75—Route de Monfort, 40 Dox, Landes. WTD 11/27/64.

GERMANY—Electronic regulating devices for humidity, temperature, pressure, standards, quantities, etc. Direct purchase or sales agency for southern Germany. Requests replies in German. H. M. Vollmer-Heim (manufacturer, importer, sales agent), 6715 Lambsheim/Pfalz, Freinsheimerstrasse 27. WTD 7/8/65.

383 Optical instruments, lenses

FRANCE—Spectroscopes, spectrographs, emission spectroscopic instruments, spectrophotometers, spectrometers, polariscopes; direct purchase and agency. Equipements Industriels (importer, manufacturer, dealer), 1 Rue Monticelli, Paris 14e. WTD 12/7/64.

Electronic microscopes. Radio Equipements (importer, dealer, agent), 65 Rue de Richelieu, Paris 2e. WTD 12/4/64.

384 Surgical, medical, dental instruments, safety devices

● **IRAQ**—Supply of 50 electric surgical suction pumps complete with glass bottles, with safety devices to prevent overflowing and with a movable base, 220/250 volt a.c. 50 cycles, single phase, complete with 50 sets of suction tubes, for the Ministry of Health. Tender No. 2/66, bid deadline March 27. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2939).

MOROCCO—Fusing alloys, low, dental; gypsum products; impression materials, dental; artificial teeth. Industrie Dentaire Marocaine (Emile Richet) (importer, manufacturer), 25 Rue Sidi Amar, Tangier. WTD 1/18/66.

● **PAKISTAN**—Supply of 46 breathing apparatus with alloy steel cylinder holding approximately 40 c/f of air when charged to 120 atmosphere; 25 collecting heads with three 2½" instantaneous male couplings fitted with non-return valve as inlets. Tender No. S-12/192/65-66, bid deadline March 16. The Director of Supply, Government of East Pakistan, 48 Motijheel C.A., Dacca.★ (Telephone: 202-WO 7-2939).

★★ SUDAN—Trade Mission

Industrial safety equipment, goggles, gas masks. Malik Commercial Organization (importer), P.O. Box 1802, Khartoum. WTD 10/26/64. TM 60.

385 Ophthalmic goods

NETHERLANDS—Optical outfits, tools and supplies for ophthalmic and dispensing opticians, spectacle cases and contact lens supplies. Descriptive literature and price lists requested. CIF quotations Amsterdam or Rotterdam. Exclusive distributorship required. N.V. Octavo (importer, wholesaler), 41 De Meent, Odijk. WTD 1/27/66.

386 Photographic equipment

FRANCE—Dental X-ray; radiograph, microfilms. Direct purchase (potential market 100,000 per year) and exclusive agency or distributorship for France or section thereof. Replies and price quotations desired from United States producers not yet represented in the country. Requests replies in French. Andre Lorget (dealer, sales agent), 3 Rue Jean-Jaures, 87 Limoges, Haute-Vienne. WTD 4/1/65.

TRINIDAD—Microfilm equipment; microfilm. Direct purchase and agency. Eric Solis Ltd. (importer, wholesaler, retailer, commission agent), 41 Dundonald St., Port of Spain. WTD 8/16/65.

391 Jewelry, silverware, plated ware

FRANCE—Medals of precious or semi-precious metals; trophies: silver, nickel silver, pewter and plated; request replies in French. Etablissements Drago (manufacturer, dealer), 3 & 5 Rue de Romainville, Paris 19e. WTD in preparation.

SWITZERLAND—Jewelry, precious metal; silverware; toilet ware, silver or plated; for sale in jewelry stores. Jean Perret & Cie (manufacturer, wholesaler), 1, Rue Chaponniere, 1200 Geneva. WTD 4/7/65.

393 Musical instruments, parts

GERMANY—Drum instruments; wood wind instruments; all kinds. Gotthold Meyer (manufacturer, importer, exporter, wholesaler), 355 Marburg/Lahn, Kaffweg 14. WTD 6/29/65.

394 Toys, amusement, sporting, athletic goods

BRAZIL—Aqualungs (SCUBA); exclusive representation desired for all Brazil. COBRASUB—Comercial Brasileira de Artefatos Submarinos Ltda. (agent), Estrada da Gavea 644, Rio de Janeiro ZC-20, Estado da Guanabara. WTD 2/4/66.

DENMARK—Toys, games, and sporting goods; direct purchase and agency. A/S Bridana (importer, agent), 3-5 Norre Farimagsgade, Copenhagen K. WTD 2/1/66.

FRANCE—Tennis goods: balls, frames, rackets; golfing equipment: caddy carts and bags, clubs, tees, balls; request replies in French. Caddy-Sport (importer, dealer), 9, rue Paul Doumer, Arras 62). WTD in preparation.

JAPAN—Children's and adults' toys and sporting goods, all kinds. Requests catalogues, prices cif Nagoya. Yasuda & Co., Inc. (importer, exporter), 22, 7-chome, Sugimura-cho, Kita-ku, Nagoya. WTD 2/1/66.

SWITZERLAND—All types of lake and river fishing equipment. Robert Glardon S.A. (importer, wholesaler, distributor), 1337 Vallorbe, Vaud. WTD 6/29/64.

Games and toys; equipment for all indoor and outdoor sports, including fishing, hunting, camping. Direct purchase and agency. K. Grutter Trading Ltd. (importers, commission agents, manufacturers' representative), Bahnhofstrasse 26, 8304 Wallisellen. WTD 6/21/65.

395 Pens, pencils, other office, artists' materials

FRANCE—Artists' drawing paper. Maffiotti S.A. (manufacturer, importer, dealer), 27 Rue Albert, Paris 13e. WTD in preparation.

NETHERLANDS—Loose-leaf binders and devices, office accounting and filing systems and accessories, such as metal and plastic index tabs, hanging files (no filing cabinets or office machines). Direct purchase; exclusive representation for The Netherlands and/or other European countries requested. Descriptive literature and cif quotations Amsterdam or Rotterdam desired. Mexim Export-Import (importer, wholesaler), 211 Groen van Prinstererlaan, Amstelveen. WTD 1/17/66.

● **VIET-NAM**—Supply of office stationery and related materials including, but not limited to, the following items: stencil paper, carbon paper, ozalid paper, duplicator ink, stencil correction fluid, office machine ribbons, photocopy paper. Tender No. 2089-24016, bid deadline March 10. Terms in English, specifications in French. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939.)

396 Costume jewelry, novelties, buttons, notions

FRANCE—Gold plated wire key rings; request replies in French. Etablissements Drago (manufacturer, dealer), 3 & 5, rue de Romainville, Paris, 19e. WTD in preparation.

SPAIN—Men's and women's jewelry in gift sets, medium priced; request replies in Spanish. Comercial Shenston (importer, wholesaler, retailer), Frades de la Sierra, Salamanca. WTD 1/25/66.

SWITZERLAND—All kinds of costume jewelry and novelties for sale in jewelry shops. Jean Perret & Cie. (manufacturer, wholesaler), 1, rue Chaponniere, 1200 Geneva. WTD 4/7/65.

TRINIDAD—Costume jewelry, costume novelties. A. Moses & Sons, Ltd. (importer, wholesaler, retailer), 33 Charlotte St., Port of Spain. WTD 10/5/65.

399 Manufacturing industries

DENMARK—Gifts of the executive type; direct purchase and agency. A/S Bridana (importer, agent), Norre Farimagsgade 3-5, Copenhagen K. WTD 2/1/66.

FRANCE—Household brooms or cleaning apparatus for moquettes and carpets; requests replies in French. Societe Generale des Cires Francaises (importer, manufacturer, dealer), Avenue Pierre Troubat, Montlucon (03). WTD in preparation.

Metal badges and plaques; request replies in French. Etablissements Drago (manufacturer, dealer), 3 & 5 rue de Romainville, Paris, 19e. WTD in preparation.

Non-electric porcelain enameled highway signs; luminous tubing signs. Direct purchase and agency. Fulgor S.A. (manufacturer, importer, dealer), 18 rue de Mogador, Paris 9e. WTD in preparation.

GERMANY—Smoking accessories, all kinds, for sale in tobacconists' shops. Direct purchase or sales agency. Dr. Richard Schwarzenberger (manufacturer, importer, exporter, sales agent), 6050 Offenbach am Main, Schreberstrasse 12. WTD 5/13/65.

SPAIN—Articles of general gift trade in metal, glass, ceramic, etc.; brush and comb sets; request replies in Spanish. Comercial Shenston (importer, wholesaler, retailer), Frades de la Sierra, Salamanca. WTD 1/25/66.

503 Dry goods, apparel

MALAWI—Formal, leisure, T-shirts, pants, jeans (denim) hose and jackets; direct purchase and agency. Paul Gatrell Agencies, Ltd. (agent distributor), P.O. Box 562, Blantyre. WTD 11/10/65.

509 Wholesalers

MALAWI—Plywood building and roofing materials. Paul Gatrell Agencies, Ltd. (agents, distributors), P.O. Box 562, Blantyre. WTD 11/10/65.

739 Business services

PERU—Technical assistance to organize, construct and operate complete shopping center in new residential district of Lima. Inmobiliaria San Miguel de Belen S.A. (developer), Pasaje Olaya 139, of. 409, Lima. WTD in preparation.

Manufacturer of peanut butter, other peanut products, and cocktail snacks desires technical assistance to improve quality. Productos Rey S.A. (importer, wholesaler, manufacturer), Apartado 4163, Lima. WTD 2/9/66.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

012 Fruit, tree nut, vegetable farms

VENEZUELA—Fresh fruits; requests replies in Spanish. Sedefe, C.A. (sales agent), Apartado 12042, Caracas. Edificio Isabel, Oficina N° 7, Calle El Loro, Quinta Crespo, Caracas. WTD 1/25/66.

019 Commercial farms

ITALY—Vegetable seeds, new varieties, high production, for preserving industry. Exclusive agency. Sementi Sgaravatti S.p.A. (importer, wholesaler, retailer, sales agent), Strada Piovese 2, P.O. Box 283, Padova. WTD 6/29/65.

200 Food

SWEDEN—Dried fruits: mixed cuts (bits) of apricots, pears, peaches, apples, raisins; whole fruits, mixed; puffed rice, cross-linked starches, powdered pears, powdered bananas, novelties for use in bakery products, ice cream; grapefruit peels, solid pack apples, peeled whole pears, dehydrated vegetables and fruits, freeze-dried products; vegetable juices: carrot juice, tomato juice; mixed vegetable juices—8 or 9 kinds of vegetables—in A-10 or B-12 cans, or drums. Alltom-Import, A. Larsson (importer, wholesaler, sales agent), Tulegatan 48, Sundbyberg. WTD 2/9/65.

202 Dairy products

ITALY—Spray powdered milk; salted butter. Francesco Conti (wholesaler, manufacturers' agent), 63 Piazza Federico di Svezia, Catania, Sicily. WTD 1/26/66.

VENEZUELA—Condensed milk; request replies in Spanish. Sedefe, C.A. (sales agent), Edificio Isabel, Oficina N° 7, Calle El Loro, Quinta Crespo, Caracas. Apartado 12042, Caracas. WTD 1/25/66.

203 Canning, preserving foods

ITALY—Canned meat, sea foods, specialty foods. Antonino Guarnaccia (manufacturers' agent), 19/23 Via Gradisca, Catania, Sicily. WTD 1/27/66.

Canned foodstuffs. Francesco Conti (wholesaler, manufacturers' agent), 63 Piazza Federico di Svezia, Catania, Sicily. WTD 1/26/66.

VENEZUELA—Canned salmon (pink); dried dates; request replies in Spanish. Sedefe, C.A. (sales agent), Apartado 12042, Caracas. Edificio Isabel, Oficina N° 7, Calle El Loro, Quinta Crespo, Caracas. WTD 1/25/66.

204 Grain mill products

VENEZUELA—Legumes, dried; request replies in Spanish. Sedefe, C.A. (sales agent), Apartado 12042, Caracas. Edificio Isabel, Oficina N° 7, Calle El Loro, Quinta Crespo, Caracas. WTD 1/25/66.

205 Bakery products

ITALY—Cookies; crackers. Salvatore Fichera (manufacturers' agent), 125 Via G. Leopardi, Catania, Sicily. WTD 2/2/66.

208 Beverage industries

ITALY—Wines; liquors. Antonino Guarnaccia (manufacturers' agent), 19/23 Via Gradisca, Catania, Sicily.

209 Food preparations

ITALY—Edible seed oils. Francesco Conti (wholesaler, manufacturers' agent), 63 Piazza Federico di Svezia, Catania, Sicily. WTD 1/26/66.

220 Textile mill products

SWEDEN—Textile piece goods—cotton, rayon, wool, synthetic fibers—for the ready-made clothing industry. Agenturfirma Chr. Bruns (sales agent), P.O. Box 208, Solna. WTD 4/26/65.

225 Knitting mills

ITALY—Knit clothing manufacturers' waste, especially Orlon jersey clippings, new; mixed, all colors; nylon Banlon knit clippings, new; mixed, all colors. Alberto Guarnieri (sales agent), 1-3 Via Jacopo Modesti, P.O. Box No. 6, Prato (Florence). WTD 6/10/65.

228 Yarn, thread mills, products

GERMANY—Weaving yarns, wool and cellulose; manufacturer's agent requests replies in German, quotations cif German or Dutch ports. Ernst Schagen, 225 Schmoelderstrasse, Postfach 559, 407 Rheydt. WTD 1/21/66.

229 Textile goods

ITALY—Manmade fiber producers' waste, especially acrylic substandard tow, polyester filament threads. Alberto Guarnieri (sales agent), 1-3 Via Jacopo Modesti, P.O. Box No. 6, Prato (Florence). WTD 6/10/65.

230 Apparel

SWEDEN—Cotton sportswear for men: jackets and trousers, leisure and summerwear; woolen scarves. Erik Magneus (sales agent), Hamngatan 22, Stockholm. WTD 2/1/66.

272 Periodicals

GERMANY—Scientific periodicals. Sales agency or distributorship for West Germany. Werner Flach (wholesaler, retailer, importer), Altkoenigstrasse 10, 6 Frankfurt am Main. WTD 6/30/65.

273 Books

GERMANY—Scientific books. Sales agency or distributorship for West Germany. Werner Flach (wholesaler, retailer, importer), Altkoenigstrasse 10, 6 Frankfurt am Main. WTD 6/30/65.

281 Industrial chemicals

ITALY—Chemicals used in chromium, zinc, nickel plating. Industrie Chimiche Alta Italia (manufacturer), Via Centallo 62/41, Torino. WTD 2/2/66.

VENEZUELA—Inorganic chemicals for industrial consumption. Victor Riebman, C.R.L. (sales agent), Apartado 3050, Caracas. Quinta Pax, Avenida Alejandro de Humboldt N° 18, San Bernadino, Caracas. WTD 1/25/66.

282 Synthetic materials

GERMANY—Manmade fibers; manufacturer's agent requests replies in German, quotations cif German or Dutch ports. Ernst Schagen, 225 Schmoelderstrasse, Postfach 559, 407 Rheydt. WTD 1/21/66.

VENEZUELA—Thermoplastic and thermosetting resins for sale to plastic molders and processors. Victor Riebman, C.R.L. (sales agent), Apartado 3050, Caracas. Quinta Pax, Avenida Alejandro de Humboldt N° 18, San Bernadino, Caracas. WTD 1/25/66.

287 Agricultural chemicals

VENEZUELA—Pesticides, agricultural. Victor Riebman, C.R.L. (sales agent), Apartado 3050, Caracas. Quinta Pax, Avenida Alejandro de Humboldt N° 18, San Bernadino, Caracas. WTD 1/25/66.

Chemical fertilizers; request replies in Spanish. Roy Cohen Representaciones (sales agent), Apartado 2151, Caracas. Edificio Lilue, Oficina 82, Esquina Las Madrices, Caracas. WTD 1/26/66.

289 Chemical products

FRANCE—Special glues for cabinetmakers. Agency for France or section thereof. Amanieu, Blicher, Chabriere, Jean et Henry (Representation Generale des Fournitures du Meuble) (sales agent), 74 Avenue Jean—Jaures, 33 Pessac, Gironde. WTD 3/30/65.

SOUTH AFRICA—Foundry supplies, chemical. Ash Brothers (Pty) Ltd. (importer, agent), P.O. Box 6061, Johannesburg. WTD 10/27/65.

306 Fabricated rubber products

FRANCE—Rubber goods of all kinds for industrial use, including mechanical rubber products and molded rubber articles, e.g., conveyor belts, transmission belts, hoses (suction, air, acid, discharge); custom-molded and bonded articles (grommets, bushings, washers, mountings, others). Industrial protective equipment, safety devices and clothing, including gloves, boots, aprons. Agency and distributorship for France or section thereof. Requests replies in French. Etablissements Barrie, Caujolle & Pelegry (C.T.S.I.) (sales agent, dealer), 6 Allees Paul-Sabatier, 31 Toulouse, Haute-Garonne. WTD 2/10/66.

313 Boot, shoe cut stock, findings

FRANCE—Shoe findings and supplies, including welting, leather stripping and binding; coated fabrics for footwear manufacturers; ornaments and trimmings, other novelties or specialties for boot and shoe industry. Requests replies in French. J. Fr. Lagisquet (manufacturer, exporter, agent), 31 Rue Gay, 33 Talence, Gironde. WTD 2/2/66.

325 Structural clay products

FRANCE—Ceramic floor and wall tiles. Requests replies in French. Mr. Paume (agent), 23 Rue Paul Chautard, Paris 15e. WTD 11/22/65.

326 Pottery, related products

FRANCE—Bathroom accessories (vitreous china, earthenware). Requests replies in French. Mr. Paume (agent), 23 Rue Paul Chautard, Paris 15e. WTD 11/22/65.

IRAQ—Porcelain insulators. Wadi Engineering & Trading Co., W.L.L. (WETCO) (importer, agent, contractor), 24 Munir Abbas Bldg., South Gate, Baghdad. WTD 1/29/66.

327 Concrete, gypsum, plaster products

FRANCE—Building materials: concrete; lime; plaster, plaster-cement; prefabricated gypsum. Requests replies in French. Mr. Paume (agent, 23 Rue Paul Chautard, Paris 15e. WTD 11/22/65.

329 Asbestos, abrasives, nonmetallic mineral products

VENEZUELA—Asbestos in crude form; requests replies in Spanish. J. Gomis Duch, C.A. (importer, sales agent), Apartado 2423 Carmelitas, Caracas. Residencias Country, Apartamento 111-A, Campo Alegre, Caracas. WTD 1/26/66.

331 Steel mill products

PAKISTAN—Tin plate, electrolytic; mild steel sheets, pig iron, steel billets, allied items. Requests quotations c&f Karachi. Overseas Distributing Co. (importer, manufacturers' agent), P.O. Box 7342, El-Markaz, 4th Floor, Bunder Rd., Karachi. WTD 1/27/66.

332 Iron, steel foundries

VENEZUELA—Carbon steel; request replies in Spanish. J. Gomis Duch, S.A. (importer, sales agent), Apartado 2423 Carmelitas, Caracas. Residencias Country, Apartamento 111-A, Campo Alegre, Caracas. WTD 1/26/66.

335 Rolling, drawing, extruding of nonferrous metals

PAKISTAN—Telephone underground cables. Importer and manufacturers' agent requests quotations c&f Karachi. Asian Agencies Corp., Plaza Square, P.O. Box 7109, Karachi 3. WTD in preparation.

336 Nonferrous foundries

ITALY—Cast aluminum kitchen utensils. Requests replies in Italian, French, German. Giacomo Maranetto (agent), Via Beaumont 19, Torino. WTD 2/1/66.

VENEZUELA—Copper, tin, lead in tubing, rods, other simple shapes; request replies in Spanish. J. Gomis Duch, S.A. (importer, sales agent), Apartado 2423, Carmelitas, Caracas. Residencias Country, Apartamento 111-A, Campo Alegre, Caracas. WTD 1/26/66.

342 Cutlery, hand tools, general hardware

FRANCE—Furniture and builders' hardware; hand tools. Requests replies in French. Mr. Paume (agent), 23 Rue Paul Chautard, Paris 15e. WTD 11/22/65.

Furniture hardware, finishing materials, accessories, supplies, including casters, crib rods, floor-protective devices, table slides, bronze ornaments, other articles suitable for use by furniture manufacturers in France. Handtools, light-duty electric machines for cabinetmaking purposes. Agency for France or section thereof. Amanieu, Blicher, Chabriere, Jean et Henry (Representation Generale des Fournitures du Meuble) (sales agents), 74 Avenue Jean-Jaures, 33 Pessac, Gironde. WTD 3/30/65.

ITALY—Locks, padlocks, latches, safety catches, door closers, wire, nails, hinges. Requests replies in Italian, French, or German. Giacomo Maranetto (sales agent), Via Beaumont 19, Torino. WTD 2/1/66.

Hammers, files, cutting implements, complete do-it-yourself tool kits, screw taps, screw cutting dies. Utensileria Roberto Benedetti (importer, wholesaler, agent), Corso Lione 40, Torino. WTD 1/28/66.

343 Heating apparatus, plumbing fixtures

FRANCE—Enameled iron and metal sanitary ware: bathtubs, lavatories, sinks. Requests replies in French. Mr. Paume (agent), 23 Rue Paul Chautard, Paris 15e. WTD 11/22/65.

344 Fabricated structural metal products

ITALY—Small metal prefabricated buildings for summer residence. Firm also plans to construct a "tourist village" with metal prefabricated buildings at foot of Mount Etna (Catania) on area of about 100,000 square meters. Salvatore Fichera (manufacturers' agent), 125 Via G. Leopardi, Catania, Sicily. WTD 2/2/66.

SOUTH AFRICA—Nuclear reactors, packaged, power and research. Ash Brothers (Pty) Ltd. (importer, agent), P.O. Box 6061, Johannesburg. WTD 10/27/65.

346 Metal stampings

ITALY—Stamped and pressed metal kitchen utensils, except cast aluminum. Requests replies in Italian, French, German. Giacomo Maranetto (agent), Via Beaumont 19, Torino. WTD 2/1/66.

349 Fabricated metal products

IRAQ—Thermionic valves. Wadi Engineering & Trading Co., W.L.L. (WETCO) (importer, agent, contractor), 24 Munir Abbas Bldg., South Gate, Baghdad. WTD 1/29/66.

351 Engines, turbines

THAILAND—Small diesel and gasoline engines for use with water pumps and electric generators. Exclusive agency required. BNC Ltd. (Bangkok Novelty Co., Ltd.) (importer, distributor, manufacturers' representative), P.O. Box 352, Bangkok. WTD 9/29/65.

352 Farm machinery

FRANCE—Grain elevators and conveyors, cereal-handling and drying equipment, silo-filling machinery, related equipment of modern types suitable for preparation and storage of cereals. Agency for France or section thereof. Requests replies in French. Etablissements Barrie, Caujolle & Pelegry (C.T.S.I.) (sales agents, dealers), 6 Allees Paul-Sabatier, 31 Toulouse, Haute-Garonne. WTD 2/10/66.

VENEZUELA—Equipment and machinery for drying, cleaning, shelling and polishing grains, such as rice, corn; request replies in Spanish. H. & O. Romer Sucr., S.A. (importer, distributor, sales agent), Apartado 2635, Caracas. WTD 1/24/66.

Agricultural machinery in general; request replies in Spanish. Roy Cohen Representaciones (sales agent), Apartado 2151, Caracas. Edificio Lilue, Oficina 82, Esquina Las Madrices, Caracas. WTD 1/26/66.

353 Construction, mining, materials handling machinery

ITALY—Truck concrete mixers, road finishing machines, bitumen sprinklers. Requests replies in French. S.C.I.A., Rappresentanze Industriali (wholesaler, agent), 39/bis Corso Giulio Cesare, Turin. WTD 2/1/66.

PAKISTAN—Cranes, overhead, electric. Importer and manufacturers' agent requests catalogs, quotations c&f Karachi. J. Tyler & Co. Ltd., Post Box 4774, Muhammadi House, McLeod Rd., Karachi. WTD 4/1/64.

SPAIN—Construction machinery, spare parts; machinery and equipment for cement manufacturing plants. Imporex, S.A. (importer, agent, wholesaler), Avenida de Jose Antonio 34, Madrid (13). WTD 2/4/66.

354 Metalworking machinery

BELGIUM—Automatic car washing machines, very compact, coin operated. Exclusive sales agency for Belgium. Compagnie Belge des Sels "Cobelsel" S.P.R.L. (importer, wholesaler, exporter), 101-103 Rue du Chemin Vert, Lodelinsart. WTD 1/26/66.

FRANCE—Power-driven hand tools. Requests replies in French. Mr. Paume (agent), 23 Rue Paul Chautard, Paris 15e. WTD 11/22/65.

GERMANY—Metalworking machine tools, especially tin working machines. Agency representation for West Germany. Prices cif Hamburg or Bremen. Rudolf Goetz (sales agent, commission merchant), 638 Bad Homburg v.d.H., Luisenstrasse 60. WTD 3/17/65.

ITALY—Reamers, millers. Utensileria Roberto Benedetti (importer, wholesaler, agent), Corso Lione 40, Torino. WTD 1/28/66.

PAKISTAN—Tools, hand, power driven. Tools, machine, metal cutting types; allied machine tool equipment. Requests catalogs, quotations c&f, Karachi. Overseas Distributing Co. (importer, manufacturers' agent), P.O. Box 7342, El-Markaz, 4th Floor, Bunder Rd., Karachi. WTD 1/27/66.

Motor-driven power shearing machine of modern design and construction, suitable for cutting bars from ¼" to 1" dia.; complete with all standard equipment and spare parts. Importer and manufacturers' agent requests quotations c&f Karachi. Adil Brothers, Bait-ul-Hamd, 140 Bunder Rd., Karachi. WTD 2/3/66.

SOUTH AFRICA—Ground maintenance equipment, aircraft. Ash Brothers (Pty) Ltd. (importer, agent), P.O. Box 6061, Johannesburg. WTD 10/27/65.

VENEZUELA—Equipment and machinery for metalworking shops and metal fabricators, request replies in Spanish. H. & O. Romer Sucr., S.A. (importer, distributor, sales agent), Apartado 2635, Caracas. WTD 1/24/66.

355 Special industry machinery

GERMANY—Weaving, spinning, knitting machinery; manufacturer's agent requests replies in German, quotations cif German or Dutch ports. Ernst Schagen, 225 Schmoelderstrasse, Postfach 559, 407 Rheydt. WTD 1/21/66.

SOUTH AFRICA—Molding machines and processing equipment, foundry. Ash Brothers (Pty) Ltd. (importer, agent), P.O. Box 6061, Johannesburg. WTD 10/27/65.

SPAIN—Machinery and equipment for fruit and vegetable canning industry, for beverage industry, for plastics products manufacturing industry. Imporex, S.A. (importer, agent, wholesaler), Avenida de Jose Antonio 34, Madrid (13). WTD 2/4/66.

VENEZUELA—Equipment for manufacture of fruit juices and packing of tropical fruits and vegetables, requests replies in Spanish. H. & O. Romer Sucr., S.A. (importer, distributor, sales agent), Apartado 2635, Caracas. WTD 1/24/66.

356 General industrial machinery

AUSTRALIA—Centrifugal pumps up to largest sizes, especially those suitable for boiler-feed applications; rotary screw or lobe pumps for fuel-oil and viscous fluids. K. A. Beesley (importer, exporter, wholesaler, manufacturer, agent), 1 Rawhiti St., Roseville, Sydney. WTD 12/23/65.

ITALY—Ball and roller bearings. Utensileria Roberto Benedetti (importer, wholesaler, agent), Corso Lione 40, Torino. WTD 1/28/66.

PAKISTAN—Compressor, diesel driven, 250 cfm free air delivered at 100 lb./sq. inch pressure, complete with receiver and higher pressure outlets. Importer and manufacturers' agent requests quotations c&f Karachi. Adil Brothers, Bait-ul-Hamd, 140 Bunder Rd., Karachi. WTD 2/3/66.

Compressors, gas. Importer and manufacturers' agent requests quotations c&f Karachi. J. Tyler & Co. Ltd., Post Box 4774, Muhammadi House, McLeod Rd., Karachi. WTD 4/1/64.

VENEZUELA—Filling, closing and packaging machinery, including their scales and labeling machinery; request replies in Spanish. H. & O. Romer Sucr., S.A. (importer, distributor, sales agent), Apartado 2635, Caracas. WTD 1/24/66.

357 Office, computing, accounting machines

IRAQ—Computers. Wadi Engineering & Trading Co. W.L.L. (WETCO) (importer, agent, contractor), 24 Munir Abbas Bldg., South Gate, Baghdad. WTD 1/29/66.

358 Service industry machines

PAKISTAN—Air conditioning equipment, industrial, preferably gas operated. Importer and manufacturers' agent requests catalogs, quotations, c&f Karachi. Equipments International, 50 Idrees Chambers, Wood St., Karachi. WTD 12/6/65.

361 Electric transmission, distribution equipment

BELGIUM—Electronic measuring instru-

ments, systems, and very specialized components for research and educational laboratories and industry. Exclusive sales agency for Belgium; Electronic Instruments S.P.R.L. (importer, sales agent), 21 Avenue Paul Hymans, Brussells 15. WTD 2/2/66.

FRANCE—Potentiometer recorders; spot indicators. Electro-Synthese (manufacturer, dealer), 110 Rue Benoit-Malon, Arcueil, Val-de-Marne (94). WTD in preparation.

363 Household appliances

FRANCE—Household electrical appliances, preferably electrical articles of new types for kitchen and home use, including can openers, knife sharpeners, food mixers, toasters, related lines. Agency for France or section thereof. Manufacture d'Armes et Cycles de Chatellerault (manufacturer), 36 Avenue Wilson, 86 Chatellerault, Vienne. WTD 5/28/65.

ITALY—Electric razors; new products in electric appliances field. Salvatore Fichera (manufacturers' agent), 125 Via G. Leopardi, Catania, Sicily. WTD 2/2/66.

THAILAND—Complete line of window-type air conditioners; household refrigerators. Exclusive agency required. BNC Ltd. (Bangkok Novelty Co., Ltd.) (importer, distributor, manufacturers' representative), P.O. Box 352, Bangkok. WTD 9/29/65.

364 Electric lighting, wiring equipment

IRAQ—Electrical lighting fixtures, all kinds. Wadi Engineering & Trading Co. W.L.L. (WETCO) (importer, agent, contractor), 24 Munir Abbas Bldg., South Gate, Baghdad. WTD 1/29/66.

VENEZUELA—Electrical material and equipment for wiring installations. Agency for Caracas. Requests replies in Spanish. Representaciones Tecnicas, S.A. (importer, distributor, sales agent), Apartado 5838, Edificio N° 199, Calle Real de Sabana Grande, Esquina Calle Negrin, Caracas. WTD 1/14/66.

365 Radio, television receiving sets

IRAQ—Electronic equipment and magnetic tapes for recording. Wadi Engineering & Trading Co. W.L.L. (WETCO) (importer, agent, contractor), 24 Munir Abbas Bldg., South Gate, Baghdad. WTD 1/29/66.

367 Electronic components, accessories

PAKISTAN—Radios, transistors, radio parts; accessories. Importer and manufacturers' agent requests quotations c&f Karachi. Mahboob Brothers, Motiwala Mansion, Frere Rd., Saddar, Karachi 3. WTD in preparation.

SWEDEN—Microelectronic products, especially monolithic integrated circuits. Retab AB (manufacturer, sales agent), Bergsliden 1 D, Lidingo 1. WTD 1/5/65.

369 Electrical machinery, equipment, supplies

SOUTH AFRICA—Aircraft electrical equipment. Ash Brothers (Pty) Ltd. (importer, agent), P.O. Box 6061, Johannesburg. WTD 10/27/65.

372 Aircraft, parts

PAKISTAN—Aircraft, passenger and freight, commercial. Requests catalogs, quotations c&f Karachi. Overseas Distributing Co. (importer, manufacturers' agent), P.O. Box 7342, El-Markaz, 4th Floor, Bunder Rd., Karachi. WTD 1/27/66.

SOUTH AFRICA—Fuel injection systems, aircraft; aircraft propellers and parts. Ash Brothers (Pty) Ltd. (importer, agent), P.O. Box 6061, Johannesburg. WTD 10/27/65.

381 Engineering, laboratory, scientific, research instruments

FRANCE—Measuring instruments, regulators, electro-valves, control devices, related equipment for laboratory work and scientific research. Precision mechanical and electromechanical apparatus and tools for industrial purposes. Agency and distributorship for France or section thereof. S.E.C.A.S.I. (Societe d'Etudes et de Constructions d'Appareillages Scientifiques et Industriels) (manufacturer), Boite Postale 36, Avenue Alexandre Eiffel, Par Industriel, 33 Pessac, Gironde. WTD 2/3/66.

GERMANY—Electronic measurement and control instruments for aircraft and space industries. G. Sievert VDI Ingenieurbuero (sales agent), Brahmsallee 27, Hamburg 13. WTD 2/7/66.

ITALY—Drafting instruments, drawing instruments, pantographs, slide rules, theodolites. Santi Guerrera (manufacturers' agent), 33 Via Proserpina, Catania, Sicily. WTD 1/31/66.

382 Instruments for measuring, controlling, indicating physical characteristics

FRANCE—Automatic polarimeter; nephelometer; reflectometer; light meter. Electro-Synthese (manufacturer, dealer), 110 Rue Benoit-Malon, Arcueil, Val-de-Marne (94). WTD in preparation.

ITALY—Mechanical measuring instruments. Utensileria Roberto Benedetti (importer, wholesaler, agent), Corso Lione 40, Torino. WTD 1/28/66.

SOUTH AFRICA—Nuclear radiation detection devices. Ash Brothers (Pty) Ltd. (importer, agency), P.O. Box 6061, Johannesburg. WTD 10/27/65.

383 Optical instruments, lenses

FRANCE—Polariscopes; fluoroscopes. Electro-Synthese (manufacturer, dealer), 110 Rue Benoit-Malon, Arcueil, Val-de-Marne (94). WTD in preparation.

384 Surgical, medical, dental instruments and supplies

AUSTRIA—All types of furniture and accessory equipment for dentists, dental surgeons, dental laboratories. Exclusive representation. Karl Bobrich (wholesaler, importer, agent), Kalchberggasse 1, A-8011 Graz. WTD 1/31/66.

399 Manufacturing industries

FRANCE—Giftwares, fancy articles, related lines, including U.S. folklore products of medium price. Agency for France or section thereof. Requests replies in French. Creations et Diffusions L.B. (manufacturer, importer, exporter, wholesaler), 9 Allees des Soupirs, 31 Toulouse, Haute-Garonne. WTD 2/2/66.

Leads for Importers

Commodities are offered direct unless specified

019 Commercial farms

EL SALVADOR—Kenaf seed, 30,000 lb. 1965 crop "Cuba-108," available at U.S.$0.60 per lb. Germination certified 95% by Ministry of Agriculture. Armando M. Schmid (exporter, sales agent), 7a. Avenida Sur 235, San Salvador. WTD 1/24/66.

201 Meat products

GERMANY—Canned sausage for diabetics; price quotations fob Bremerhaven; requests replies in German. Arima GmbH (manufacturer, wholesaler, exporter), 49 Hauptstrasse, Eingang Gartenstrasse, 406 Viersen/Rhld. WTD 1/26/66.

★★ SUDAN—Trade Mission

Sheep casings. O. Kodjanian & Sons, P.O. Box 620, Khartoum. WTD 1/14/66. TM 66.

203 Canning, preserving foods

AUSTRALIA—Jams, conserves, marmalades, in cans and in glass. R. W. A. Norgard & Co. (importer, exporter), 76 Clarence St., Sydney, N.S.W. WTD 4/6/65.

BRAZIL—Canned heart of palm; seeks well-established representative. Macomex-Madeiras Comercio e Exportacao Ltda. (wholesaler, exporter), Rua Urugaiana 104, 2° andar, grupo 207, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 8/24/65.

209 Food preparations

AUSTRALIA—Honey, in bulk, packed 44-gallon drums and 4-gallon drums. R. W. A. Norgard & Co. (importer, exporter), 76 Clarence St., Sydney, N.S.W. WTD 4/6/65.

225 Knitting mills

FINLAND—Sweaters and cardigans of wool, Dralon and textured, crepe-like, non-static polyester yarns. Silo Oy (manufacturer, exporter), Turku 3. WTD 1/26/66.

229 Textile goods

FINLAND—Plastic coated fabrics, i.e., leather cloth (including water-repellent "breathing" fabrics sold under trademarks "Airon" and "Vistran"), rainwear, tarpaulins, etc. Oy Hemming & Co. (manufacturer), Pyorakatu 1, Kuopio. WTD 4/6/65.

232 Men's, youth's, boys' furnishings

KOREA—Shirts, dress and sport, of cotton and synthetics. Firm wishes to expand its sales in the U.S.A. Chunil Moolsan Co., Ltd. (importer, exporter), Central P.O. Box 908, Seoul. WTD 2/2/66.

242 Sawmills, planing mills

BRAZIL—Peroba, laurel, jequitiba, lapacho, piquia, sucupira, tigerwood, jacaranda, sawn or in logs; wholesaler seeks well-established representative. Macomex-Madeiras Comercio e Exportacao Ltda., Rua Uruguaiana 104, 2° andar,

grupo 207, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 8/24/65.

243 Millwork, veneer, plywood, prefabricated structural wood products

SWEDEN—Complete teak doors covered with copper on outside used mainly for private homes, pivoted windows of wood, or wooden frame with metal profiles and metal out-sashes. AB Reventa (exporter, manufacturer), Birger Jarlsgatan 15, P.O. Box 7154, Stockholm 7. WTD 2/26/65.

259 Furniture, fixtures

FINLAND—Internal fixtures for sloyd rooms. Seeks American agent. Salon Teollisuusyhtyma Oy (manufacturer), Salo. WTD 1/31/66.

261 Pulp mills

BRAZIL—Mechanically processed woodpulp; wholesaler seeks well-established representative. Macomex-Madeiras Comercio e Exportacao Ltda., Rua Uruguaiana 104, 2° andar, grupo 207, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 8/24/65.

307 Plastic products

SWEDEN—Interested in connection with plastic factory or agent for new toilet system—Cylinder Closette—which needs only 0.1 liter of water per flushing, for use in summer houses, camping trailers, etc. Descriptive brochure available on loan from U.S. Department of Commerce, Trade Opportunities Staff, BDSA-6192, Rm. 4203, Washington, D.C. 20230. Gadelius & Co. AB (importer, exporter, manufacturer, sales agent), Box 752, Lidingo 7. WTD 10/26/64.

Fastenings for building industry such as plugs, drills, clamps, band clamps, fixing bands, universal fastening bands, clips, clip plugs. Descriptive brochure available on loan from U.S. Department of Commerce, Trade Opportunities Staff, BDSA-6192, Rm. 4203, Washington, D.C. 20230. AB Thorsman & Co. (importer, exporter, manufacturer), Nykoping. WTD 12/3/64.

314 Footwear

FRANCE—"After-ski" boots and shoes, including footwear with leather uppers and translucid soles, for men; available in various models; "piedsnus" (slip-on sandals) for men, PVC straps, manufactured with special automation machinery. Wholesale exportation, direct or through agents. Inova-France (manufacturers, exporters), 85 La Verrie, Vendee. WTD 4/15/65.

326 Pottery, related products

SOUTH AFRICA—Commemorative ware of all descriptions; can interpret a good photograph or artist's impression; can offer products in small lots. Grahamstown Potteries Ltd. (manufacturers), Worcester Street Extension, P.O. Box 196, Grahamstown, C.P. WTD 1/26/66.

328 Cut stone products

URUGUAY—Marble: blocks, slabs, finished. Gonzalez Alvarez S.A. (manufacturer), Av. Gral. Flores 3649, Montevideo. WTD 1/21/66.

365 Radio, television receiving sets

FRANCE—Magnetic tape recorders, educational; audio-visual equipment of new type designed for rapid teaching of foreign languages; has system (patent registered in U.S.) which permits immediate listening-in by pupils. Societe Industrielle d'Applications Techniques (S.I.A.T) (manufacturers), Zone Aeronautique Industrielle, 31 Colomiers, Haute-Garonne. WTD 2/10/66.

382 Instruments for measuring, controlling, indicating physical characteristics

FRANCE—Research and test equipment for scientific and industrial uses: control equipment and precision mechanical tools, instruments and devices, including temperature regulators and thermostats; radio-crystallography equipment; optomechanical and astronomical apparatus; laboratory testing and scientific equipment; X-ray generators; electronic devices; related lines. Descriptive booklets, illustrated, text in French, available on loan from U.S. Department of Commerce, Trade Opportunities Staff, BDSA-6192, Rm. 4203, Washington, D.C. 20230. S.E.C.A.S.I. (Societe d'Etudes et de Constructions d'Appareillages Scientifiques et Industriels) (manufacturer), Boite Postale 36, Avenue Alexandre Eiffel, Parc Industriel, 33 Pessac, Gironde. WTD 2/3/66.

384 Surgical, medical, dental instruments

FRANCE—Orthopedic, prosthetic, medical, surgical apparatus, appliances, supplies, such as hernia trusses and belts; lumbar supports and abdominal belts; urine collectors and plastic collecting reservoirs; aluminum and steel crutches, including elbow crutches; walking sticks and canes for blind persons; various other categories of medical, surgical and hospital safety devices. Wholesale exportation, preferably through well-established specialized dealers. Illustrated booklet will be mailed upon request. COFAM (Centre Orthopedique de Fabrication Appareils Medicaux) (manufacturers, exporters), 12 Place Camille-Bouvet, 40 Dax, Landes. WTD 6/28/65.

394 Toys, amusement, sporting, athletic goods

BRAZIL—Underwater hydro-pneumatic spear guns; manufacturer desires to contact distributors or well-established agents. Cobrasub Comercial Brasileira de Artefatos Submarinos Ltda., Estrada da Gavea 644, Rio de Janeiro ZC-20, Estado da Guanabara. WTD 2/4/66.

FRANCE—Dolls of different categories, types, sizes, principally French creations, folkloric figures and historical subjects. Wholesale exportation, direct or through agents. Requests replies in French. Creations et Diffusions L. B. (manufacturers, wholesalers, importers, exporters), 9 Allees des Soupirs, 31 Toulouse, Haute-Garonne. WTD 2/2/66.

395 Pens, pencils, office, artists' materials

GERMANY—Writing pens; designing pens and pens for artistic writing of metal; linoleum cutting pens and pen sets; fountain pens; pens for fountain pens; index card signals of metal; punches; steel rulers and designing equipment, plastic; filing and card-index auxiliaries, plastic; microfilm punched cards and punched card accessories. Price quotations fob Bremen. Brochures available on loan from U.S. Department of Commerce, Trade Opportunities Staff, BDSA-6192, Rm. 4203, Washington, D.C. 20230. Brause & Co. (manufacturer, exporter), Postfach 311, 5860 Iserlohn/W. WTD 2/1/66.

399 Manufacturing industries

AUSTRALIA—Aboriginal handicrafts and artifacts. R. W. A. Norgard & Co. (importer, exporter), 76 Clarence St., Sydney, N.S.W. WTD 4/6/65.

BRAZIL—Parana pine broom handles for distribution in the United States. Industria e Comercio Oeste S/A (manufacturer), Rua Voluntarios da Patria 1248, Caixa Postal 1279, Porto Alegre, Rio Grande do Sul. WTD in preparation.

SWEDEN—Offset prints in color, size 39 x 46 cm, with white settings; the paintings depict Spanish coast villages. Bengt Dahlin (painter), Mosjon, Selanger. WTD 2/8/66.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

BRAZIL—A. G. de Paula Fonseca, ENGEFAB—Engenharia de Fabricacao de Pecas Ltd., R. Gago Coutinho 66, apto. 902, Rio de Janeiro ZC-01, **interested in contacting oil field equipment manufacturers who might be interested in Brazilian licensee.** March 5-10 via Washington for 30 days. c/o Miss Lucia Donnelley, 2551 Waterside Drive NW., Washington, D.C. Itinerary to be arranged after discussions with the Department of Commerce. WTD in preparation.

ENGLAND—G. Bracey, P. B. Cow and Co. Ltd., Eastbourne Rd., Trading Estate, Slough, Buckinghamshire, **interested in discussing possibility of manufacture of new products in the U.K. on a licensing basis and discussing technical interchanges in the general rubber and plastics sphere.** March 1 via New York for 4 weeks. c/o Essex Chemical Corp., B.F.C. Division, 1401 Broad St., Clifton, N.J. Itinerary: New York, Chicago, probably other cities in Michigan and Ohio. WTD 1/11/65.

ISRAEL—Nehemia Bukchin, General Manager, Kiron Services Ltd., Business Center, Development Area, Kiryat Ono, **interested in buying air conditioners, elevators, mechanical equipment for the maintenance and upkeep of apartment buildings and premises and requesting technical information.** March 7 via New York for 1 month. c/o Consulate General, Israeli Embassy, 11 E. 70th St., New York, N.Y. Itinerary: New York, Philadelphia, Washington, others to be arranged. WTD in preparation.

SOUTH AFRICA—Kenneth Biesheuvel, Anglo-American Corp. of South Africa Ltd., P.O. Box 4587, Johannesburg, **interested in contacting firms manufacturing radio navigation systems and requesting technical information in connection with oceanographic research and geophysical mining exploration.** Beginning of March via New York for 6-7 weeks. c/o Anglo-American Corp. of S.A. North American Ltd., 280 Park Ave., New York, N.Y. Itinerary: New York, Boston, Baltimore, Washington, Eastern U.S.; will visit other areas if necessary. WTD under revision.

Future Construction

AUSTRALIA—The State Electricity Commission of Victoria will start work early this year on project Yallourn W, a U.S. $246.4 million thermal power station at Yallourn in the Latrobe Valley which will have an output of 700,000 kw. This will be the second largest supply station, the first being the Hazelwood station which will have a 1,600,000 kw. system when it is completed in 1971.

Tenders for the first part of the Yallourn W project for the construction of the boiler plant will close early in May; work should begin soon thereafter, with completion scheduled by 1974.

GREECE—A review of present and future plans of the Greek Public Power Corp. (PPC) is available to U.S. firms on a 5-day basis from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230, telephone: 202-WO 7-4674.

The review covers various hydrothermal projects under construction; some projects in various stages of bidding and future projects offering U.S. firms, engineering, contracting or supply opportunities. In addition to various tables and a map, the review includes plans for construction of transmission lines and substations through 1974.

PARAGUAY—A list of qualified contractors is being prepared to whom bid invitations shall be sent about May for the construction of **port facilities** in Asuncion.

Work will include approximately 260,000 cubic meters of dredging; construction of a dredged fill, a stone revetment, and a stone retaining wall of 6,000 cubic meters; an extension 320 meters long by 15 meters wide to an existing concrete wharf; a floating pier 20 meters by 20 meters; two prefabricated metal warehouses 120 feet wide by 320 feet long; rehabilitation of an existing building; installation of high and low tension electric distribution lines, water and telephone cables; and 27,000 square meters of asphalt paving.

Construction costs will be financed jointly by the Government of Paraguay through the National Administration of Navigation and Ports, and the International Bank for Reconstruction and Development. The construction period is scheuled for about 18 months, commencing about September.

To qualify for inclusion on the list of bidders, interested contractors should apply for the Contractors Prequalification Forms to: Sr. Ing. Juan B. Britez Caballero, Administracion de Navegacion y Puertos de la Republica, Asuncion, Paraguay; or to: Thomas B. Bourne Associates, Inc., 832 Dupont Circle Bldg., Washington, D.C. 20036.

PERU—(U.S.$1=26.82 soles). The Government has released a general calendar of bids amounting to over $190 million for projects to be tendered in the first half of this year. During the period March through June, approximately 81½ million soles will be spent on **highways,** 553 million soles on **industrial and residential construction,** 217 million soles for **hospitals,** and 978 million soles on such projects as **irrigation, tunnels, new piers,** and **channel construction.**

A copy of this general calendar is available on a 5-day loan to U.S. firms from the Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230, telephone: 202-WO 7-4674.

THAILAND—The Ministry of Interior is examining the feasibility of establishing a **factory to extract oil for cooking from rice bran.** The rice bran will be used for animal feed after the removal of the oil. Reportedly, the Royal Thai Government has allotted $90,000 for this project.

Write: Mr. Prasit Sanguannoi, Director, Bureau of Provincial Administration, Ministry of Interior, Asdang Rd., Bangkok, Thailand.

Israeli balance better

Israel's trade balance improved during 1965, as exports rose by 16% to $406 million, and imports remained constant at $812 million. Sharp increases were noted in exports of agricultural goods, chemicals, mining products and polished diamonds. Imports of transportation equipment declined, but imports of raw materials, consumer goods and capital equipment increased.

The North American (mainly U.S.) share of the import market remained unchanged at 26%, while the United States took 14.4% of Israel's exports, also the same as in 1964.

Significant Awards

CHILE—The construction contract of eight meat slaughter houses on a turnkey basis was awarded to the Swedish firm, Alfa-Laval (INTERNATIONAL COMMERCE, May 10, 1965, p. 22). The project is being funded by the World Bank and represents an investment of about $2,386,000.

ENGINEERING EQUIPMENT

A French manufacturer of navigation aids, aviation equipment, industrial and street lighting and surgical instruments seeks licenses to make products utilizing its present equipment. In addition, the firm wants to produce fertilizer, acids or chemicals, also through a licensing arrangement with a U.S. company. Reportedly organized in 1917, the Paris firm employs 1500 and does an $8 million business annually.

Write: Barbier, Benard & Turenne, 82 rue Curial, Paris 19e, France. WTD.

ALGIERS FAIR DEADLINE

Deadline for application to the third Algiers International Fair, which will be held Sept. 4-19, is June 1.

Iran Airlines to purchase two Boeing jet airliners

Iran National Airlines Corporation is purchasing two Boeing 727 jet airliners to help strengthen its competitive position, particularly in the Near East.

The new jet aircraft, Iranair's first purchase of pure jet planes, are scheduled to begin service in 1967. However, leased equipment first gave Iranair a jet capability in 1965.

U.S. ground support equipment needed at Tehran and other Iranian airports will also be procured.

An Export-Import Bank loan of $9.7 million will help finance the U.S. purchases which are expected to amount to $12.2 million. The balance will be paid in cash. A portion of the Eximbank loan will be used to provide technical and pilot training, supplementing an earlier loan by a U.S. Government agency.

The loan is repayable in 14 semiannual installments beginning in 1967.

AGRICULTURAL MACHINERY

A manufacturer of farm implements seeks a reciprocal licensing agreement with a U.S. company enabling each firm to produce and sell the other's products in its own territory. Under the arrangement the German firm would manufacture under license U.S. hay baling machines and the U.S. company would make under license German manure spreaders, loading carts and differential driving axles.

Write: F. Stille, Maschinen—Fahrzeugwerk, 87 Dahlweg, 44 Muenster, Germany. WTD.

PRECISION INSTRUMENTS

A French manufacturer of scientific apparatus seeks license or joint venture to produce precision mechanical and electro-mechanical tools, metrological instruments, ventilators, regulators and control devices, and electrovalves.

Write: S.E.C.A.S.I., Ave., Alexandre Eiffel, Parc Industriel, 33-Pessac, Gironde, France. Attn: Guy Bruch, General Mgr. WTD.

MINING CARS

A manufacturer of mining cars and light railroad equipment seeks a license to manufacture products involving structural, plate and machine works. The firm reportedly established in 1916, employs approximately 300 and has distribution facilities throughout southern Africa.

Write: Robert Hudson & Sons, (Pty.) Ltd., P.O. box 299, Benoni, Transvaal, South Africa. WTD.

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Calendar *for international traders*

BAKERSFIELD, CAL.—Mar. 11—Export Expansion Seminar, 9:30 a.m., Chamber of Commerce. Sponsors: Chamber of Commerce; Los Angeles Field Office, Department of Commerce.

BELLEVILLE, ILL.—Mar. 8—Export Workshop, Chamber of Commerce. Sponsors: REEC; Chicago Field Office, Department of Commerce; World Trade Club; Chamber of Commerce.

BOSTON—Mar. 3—Foreign Commerce Club of Boston, annual meeting, Parker House Roof.

CAMBRIDGE, MASS—Mar. 10—International Trade Assn. of New England, Inc., Charter House Hotel.

CEDAR FALLS, IOWA—Mar. 2—Foreign Trade Bureau of Chamber of Commerce, meeting, 10 a.m., Chamber of Commerce.

CHARLOTTE, N.C.—Mar. 24-25—Export Sales Workshop, University of North Carolina at Charlotte. Speaker: **E. E. Schnellbacher, Bureau of International Commerce.** Sponsors: REEC; Chamber of Commerce; Greensboro Field Office, Department of Commerce.

CHICAGO—Feb. 28-Mar. 1—Chicago World Trade Conference, LaSalle Hotel. Speaker: **Alexander B. Trowbridge, Asst. Secretary for Domestic and International Business.**

CHICAGO—Mar. 8—Fifth Annual Seminar on Principles and Techniques in Exporting, first of seven weekly sessions, 6-8:15 p.m., Midland Hotel. Sponsor: International Trade Club.

CHICAGO—Mar. 8—Automotive Exporters' Club, Builders Bldg.

CHICAGO—Mar. 15—Meeting for Exporters, Field Office.

CHICAGO—Mar. 15—International Trade Club on "Principles and Techniques in Exporting", 6 p.m., Midland Hotel.

CHICAGO—Mar. 17—International Trade Club Luncheon, LaSalle Hotel.

CHICAGO—Mar. 22—International Trade Club on "Principles and Techniques in Exporting," 6 p.m., Midland Hotel.

CHICAGO—Mar. 29—International Trade Club on "Principles and Techniques in Exporting," 6 p.m., Midland Hotel.

CLEVELAND—Mar. 16—Workshop on "How to Sell Overseas", 1st of nine weekly sessions, 8-9:50 p.m., Western Reserve University, Newton D. Baker Bldg. Sponsors: Western Reserve University; REEC; Cleveland Field Office, Department of Commerce.

COLUMBUS, OHIO—Mar. 3—Columbus Chapter of Society of Management, Fort Hayes Hotel. Speaker: **Eugene A. Birnbaum, Bureau of International Commerce.**

CRANSTON, R.I.—Mar. 14—Annual Rhode Island World Trade Conference, Colony Motor Inn.

DAVENPORT, IOWA—Mar. 2—Export Workshop, 2 p.m., Chamber of Commerce. Sponsors: Chamber of Commerce; Des Moines Field Office, Department of Commerce; REEC.

DES MOINES—Mar. 16—Export Workshop, 2 p.m., Chamber of Commerce. Sponsors: Des Moines Field Office, Department of Commerce; Chamber of Commerce; REEC.

FORT WORTH—Mar. 15—Chamber of Commerce IOGA Trade Mission to Central America briefing in conjunction with World Trade Seminar of Economic Expansion Institute. Speaker: **Roy Gootenberg, Bureau of International Commerce.** Sponsors: Chamber of Commerce; Dallas Field Office, Department of Commerce.

HONOLULU—Mar. 10—Export Workshop, Field Office. Sponsor: Honolulu Field Office, Department of Commerce.

INDIANAPOLIS—Mar. 17—Indianapolis Export Expansion Workshop, Chamber of Commerce. Speaker: **Roy L. Morgan, Director, Office of Field Services.**

KANSAS CITY, KAN.—Mar. 22—Workshop for New Exporters, Town House Hotel. Sponsors: Kansas City Field Office, Department of Commerce; REEC; Chamber of Commerce.

KANSAS CITY, KAN.—Mar. 24—Workshop for New Exporters, Town House Hotel. Sponsors: Kansas City Field Office, Department of Commerce; REEC; Chamber of Commerce.

KANSAS CITY, MO.—Mar. 8—Meeting for New Exporters, 12 noon, Prom Motel. Sponsors: Kansas City Field Office, Department of Commerce; REEC; International Trade Club.

KANSAS CITY, MO.—Mar. 10—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

LOS ANGELES—Mar. 25—Export Expansion Seminar, 9:30 a.m., Field Office.

MEMPHIS—Mar. 10—Export Workshop on Procedures, Federal Office Bldg. Sponsors: Memphis Field Office, Department of Commerce; REEC.

MEMPHIS—Mar. 15 and 17—Export Seminar on "The Caribbean and Central America", 7-9 p.m., Board of Education Bldg. Sponsors: Memphis Vocational Education Division; Mid-South Exporters' Roundtable; Memphis Field Office, Department of Commerce, REEC.

MEMPHIS—Mar. 16—Mid-South Exporters' Roundtable, Hotel King Cotton.

MILWAUKEE—Mar. 3—World Trade Club, monthly meeting, Holiday Inn—Central.

MINNEAPOLIS—Mar. 9—Export Conference, Field Office. Sponsors: Minneapolis Field Office, Department of Commerce; REEC.

NEW YORK—Mar. 1—FCIB Round Table Conference, 1:30 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

NEW YORK—Mar. 3—"Profits in Exports" Meeting, Field Office. Sponsors: National Notion Assn.; New York Field Office, Department of Commerce.

NEW YORK—Mar. 7—"Profits in Exports" Seminar, International Electrical Industry Show, New York Coliseum. Sponsors: International Electrical Industry Show; New York Field Office, Department of Commerce.

NEW YORK—Mar. 9—Export Training Course, 1st of seven weekly sessions, Long Island University, Brooklyn. Sponsors: College of Business Administration, Long Island University; New York Field Office, Department of Commerce; REEC.

NEW YORK—Mar. 10—Overseas Automotive Club, 12 noon, Prince George Hotel.

NORMAN OKLA.—Mar. 21-26—International Trade/Marketing Course, graduate level, Oklahoma Institute for Continuing Studies, University of Oklahoma. Sponsors: Intstitute for Continuing Education; REEC; Oklahoma City International Trade Club; Dallas Field Office, Department of Commerce.

PITTSBURGH—Feb. 28—Export Counseling Program, 1-5 p.m., Chamber of Commerce. Sponsors: REEC; World Trade Council, Chamber of Commerce.

PITTSBURGH—Mar. 15—Export Workshop, Field Office. Sponsors: Pittsburgh Field Office, Department of Commerce; REEC.

PITTSBURGH—Mar. 29—Export Counseling Program, 1-5 p.m., Chamber of Commerce. Sponsors: REEC; World Trade Council, Chamber of Commerce.

SAN JUAN, P.R.—Mar. 11—International Finance Seminar. Sponsors: Banco Popular; REEC; Export-Import Bank.

ST. LOUIS—Mar. 22—Export Workshop, Anheuser-Busch, Inc. Sponsors: REEC; St. Louis Field Office, Department of Commerce; World Trade Club.

WACO, TEX.—Mar. 9—World Trade Seminar. Sponsors: Chamber of Commerce, Texas Industrial Commission; REEC; Dallas Field Office, Department of Commerce.

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